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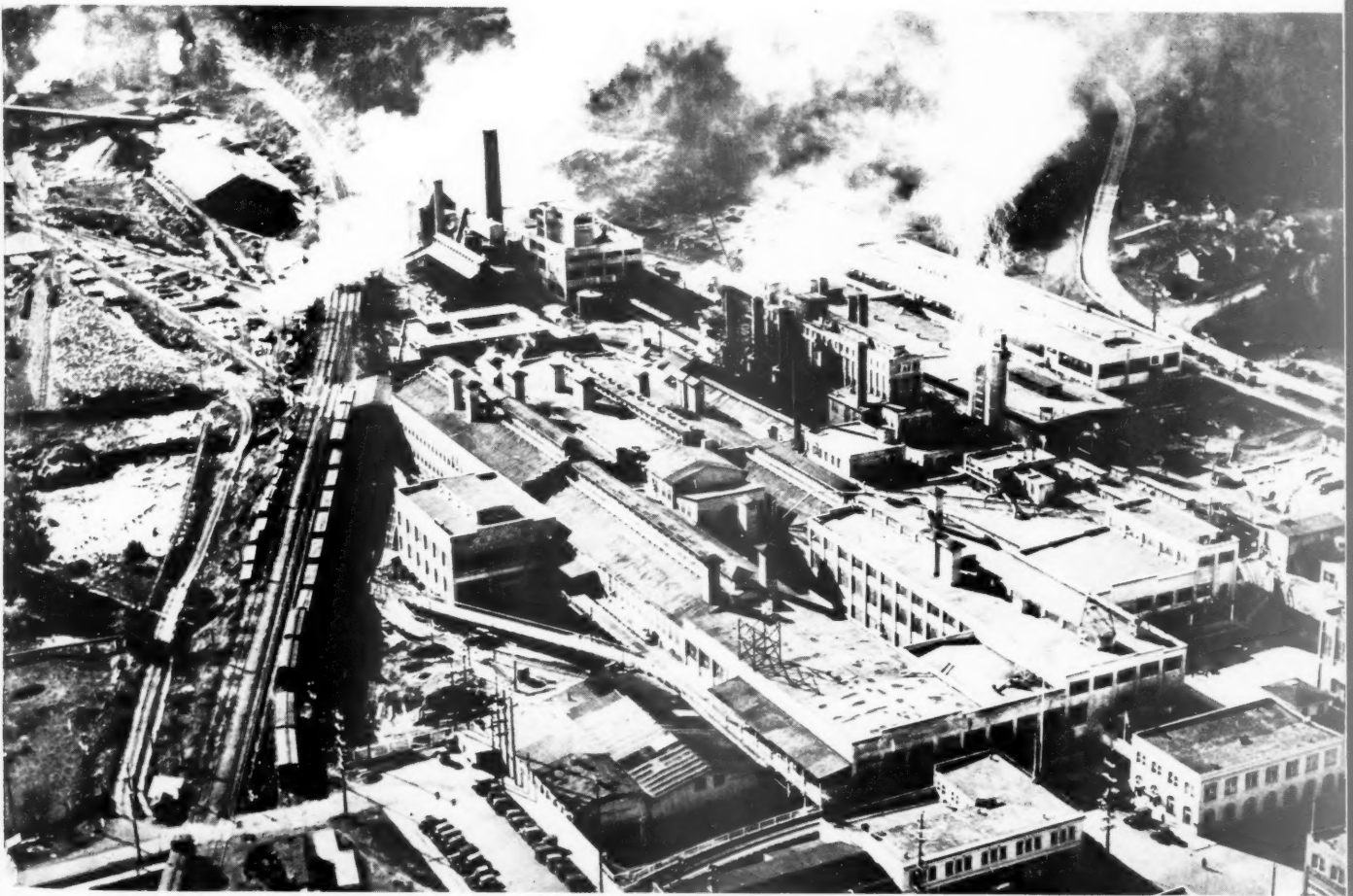
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# PACIFIC PULP *and* PAPER INDUSTRY

Volume 2  
Number 1

JANUARY 15, 1928

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Single Copies, 35 Cents



\* Aerial Surveys, Portland, Ore.

CAMAS, WASHINGTON

The Crown Willamette Paper Company Has the Largest Single Mill in Washington

# - GROWTH -

Paper Mills on the Pacific Coast are growing rapidly  
Oliver installations are growing in equal proportion

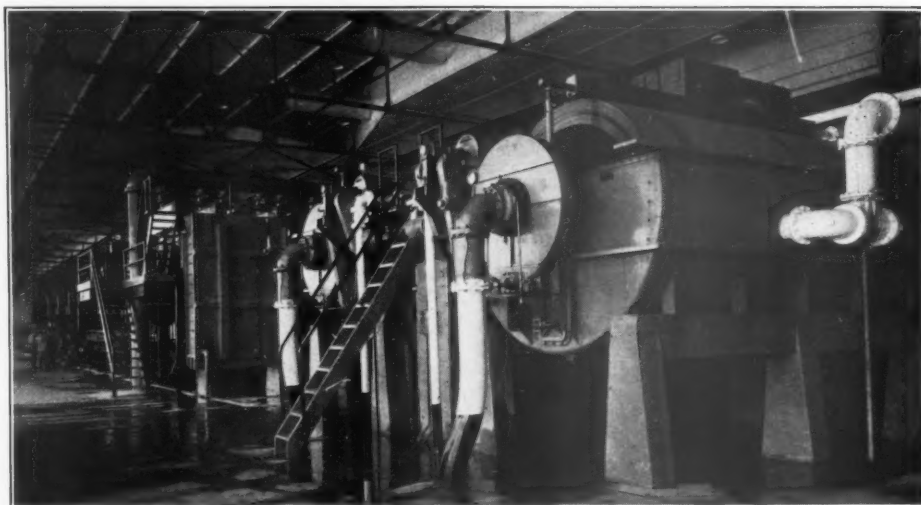


Photo by J. D. Cress, Seattle, Wash.

Oliver Save-Alls

## Twenty "Paper" Olivers

Were ordered in November, several of them for the Pacific Coast

**Thickeners, Bleach Washers,  
Kraft Washers, Ground Wood Deckers,  
Save-Alls**

Many of these were repeat orders because

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Do the work as it should be done

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W. A. Ramsay, Ltd.

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Since 1858 Builders of Paper, Board



**Beloit, Wis., U.S.A.**

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For over one hundred years, the John Waldron Corporation has been continuously engaged in the manufacture of high grade machinery, principally for paper converting. A large number of the best known standard paper products are being produced on Waldron machines.

Where greater output, lower maintenance costs and better finish are factors, Waldron machines are always specified.

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*Their Longer Life Means  
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Coaters for surface treated papers.  
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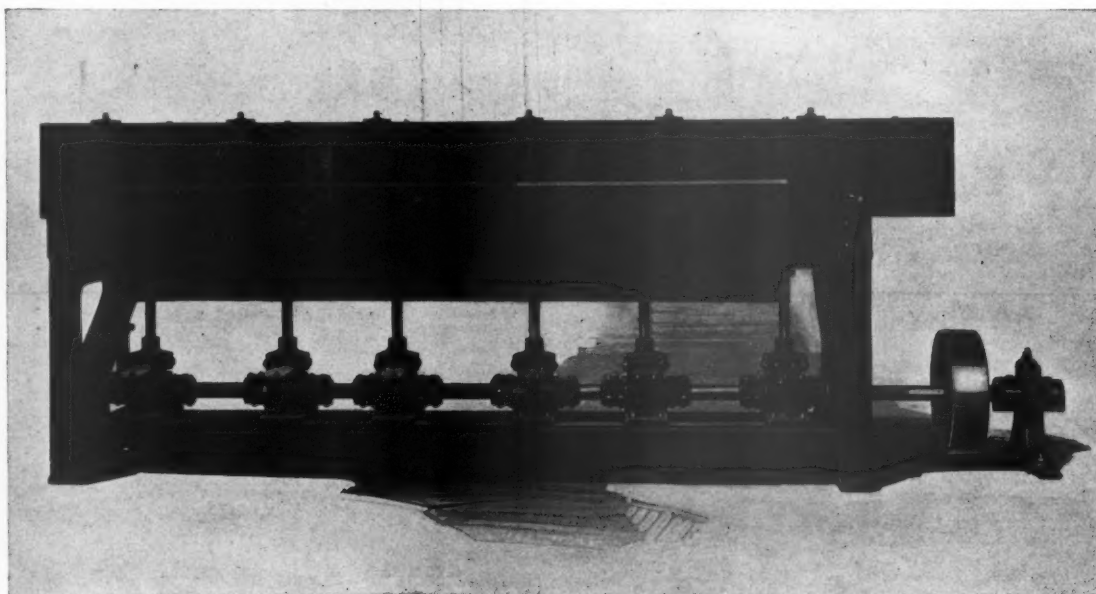
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WATERTOWN — NEW YORK  
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# Figure it out for yourself!

**T**WO years ago the Wentz No-Deckle Device was new, untried, unheard of.

Today, there are more than a score of mills throughout the country which have installed them on their old equipment, and on their new machines as a matter of course.

You can figure out the reason for yourself. The Wentz No-Deckle Device is simply a rubber ruler that rests lightly on the wire, effectively keeping the wet stock on the wire,

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And, because it is possible to set the Wentz No-Deckle Device right along the very edge of the wire, it enables you to produce a sheet from two to three inches wider than was possible with the old deckle straps.

Why not let us tell you more about the Wentz No-Deckle Device, especially when every installation has demonstrated its ability to pay for itself in less than a year's time?

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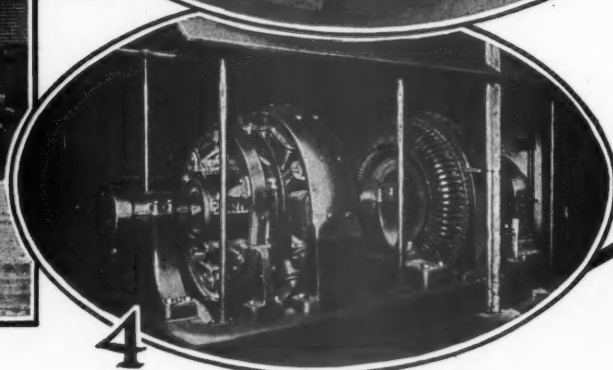
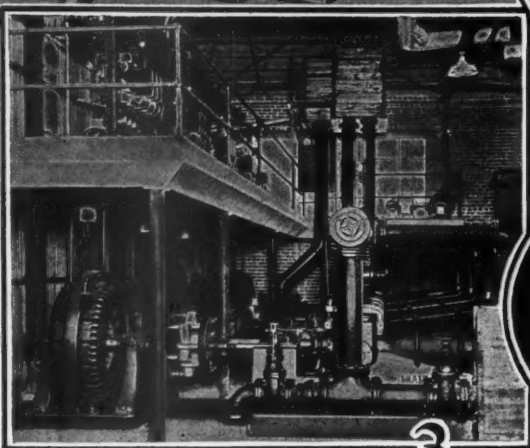
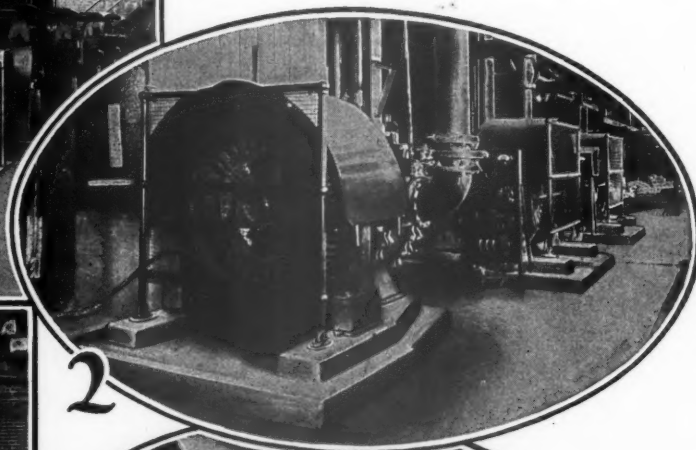
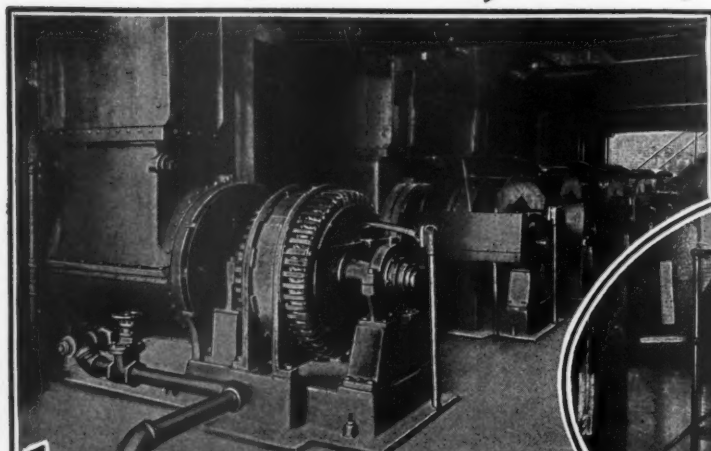


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When you specify G-E Motorized Power, G-E paper mill specialists study your electric drive problem, recommend the form of drive best suited, select the proper motor or motors from the extensive G-E line, select the necessary control equipment, and then see that the installation is satisfactorily made and serviced. This complete service is readily available through your nearest G-E Office.

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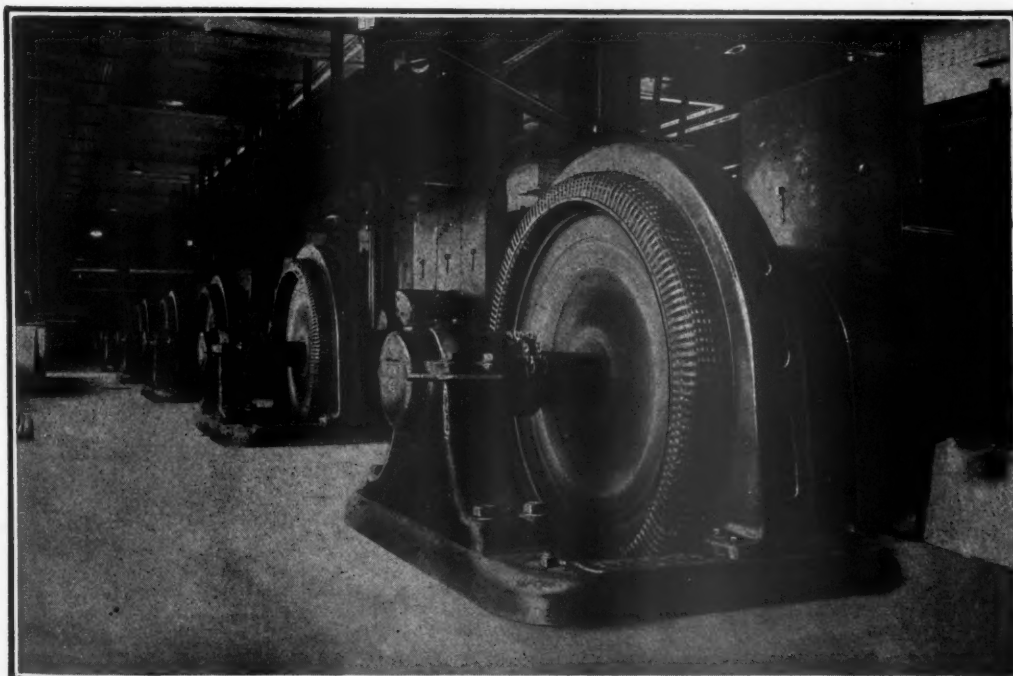
# *Increase your generator capacity*

## Use more synchronous motors

The high efficiency obtainable makes synchronous motors ideal for application to grinders, jordan, vacuum pumps, screens, and motor-generators for paper machines. Ofttimes when the mill is using the total kv-a. generator capacity, synchronous motors can be added to care for additional machines because an increase in power factor makes available increased energy capacity.

No electrical manufacturer is so well equipped as General Electric to supply good synchronous motors. G-E synchronous motors, totalling more than 200,000 h.p., are operating grinders. Additional thousands of horse power are driving other paper mill machinery. This large installed capacity has brought General Electric a wealth of experience in the design, manufacture, and application of better synchronous motors.

General Electric places at your disposal the services of engineers who can offer you expert advice as to every application of synchronous motors in the paper mill. Write or phone your nearest G-E office.

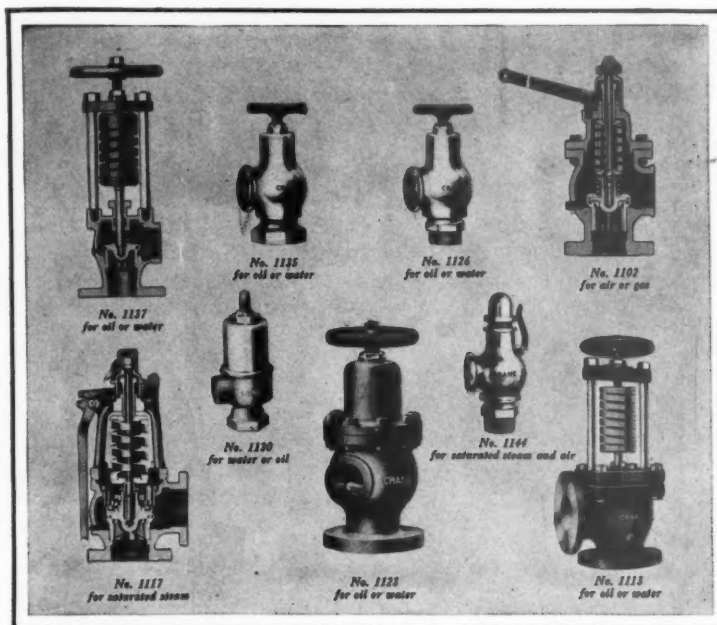


G-E 2400-h.p., synchronous motors, each driving two magazine pulp grinders

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150 Pounds Pressure  **CRANE VALVES**  2500 Pounds Pressure.



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Pop safety and relief valves of iron, brass, ferrosteel, and cast steel; for air, gas, steam, oil, or water; for boiler room, engine room, pipe line, or elsewhere; for every pressure and temperature; all are supplied by Crane.

Most Crane pop safety valves have a patented self-adjusting auxiliary disc and spring which makes possible high discharge capacity, small blow-down of pressure, minimum steam waste, elimination of wire drawing, prompt seating without

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Crane is in a position to fill practically all demands for safety valves and other piping materials required under the A. S. M. E. boiler code. A request will bring you complete information regarding these safe, dependable Crane valves or any other piping materials.

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*Address all inquiries to Crane Co., Chicago*

**GENERAL OFFICES: CRANE BUILDING, 836 S. MICHIGAN AVENUE, CHICAGO**

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UNITED STATES AGENTS

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SPAULDING PULP & PAPER CO.

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HIGH COLORED      CLEAN      STRONG  
UNBLEACHED SULPHITE

Made from sound, fresh-cut pulpwood

AIR DRIED      SHREDDED      COMPACT BALES

# SPEED REDUCERS

*Helical Gears—Timken Bearings*

**N**UTTALL HELICAL GEAR SPEED REDUCERS are simply and durably constructed; designed to give continuous, trouble-free operation even in the most strenuous service with no attention beyond occasional lubrication.

To give quiet operation and great strength, these speed reducers are equipped with Nuttall Single Helical Gears; Timken Roller Bearings assure dependability and high efficiency of the bearings; the Nuttall system of positive splash lubrication insures an oil film on wearing surfaces at all times.

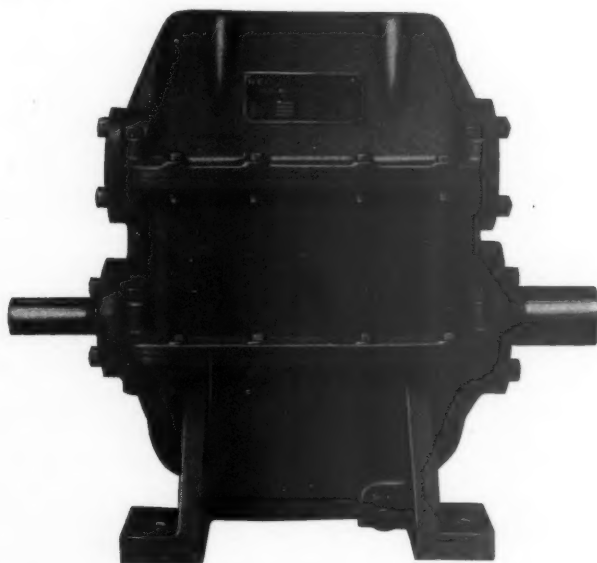
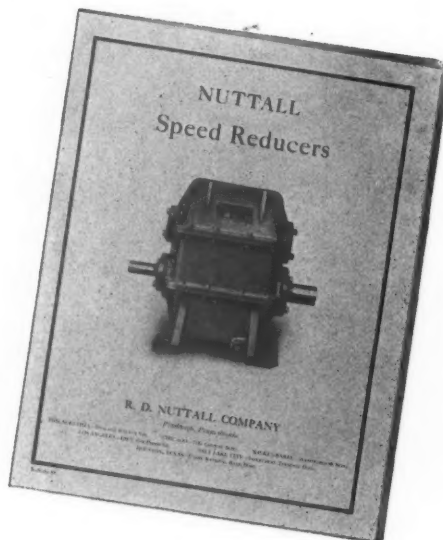
The single reduction series (SVR) will accommodate motors up to 450 hp. varying with the speed, with a maximum reduction ratio of 8:1. The double reduction units (DVR) will take motors up to 200 h.p., depending on the speed, and will give a maximum reduction of 47:1.

*Send for Bulletin No. 59*

**R. D. Nuttall Co., Pittsburgh, Pa.**

Philadelphia, Chicago, Cincinnati, Dallas, Houston,  
Tulsa, Los Angeles

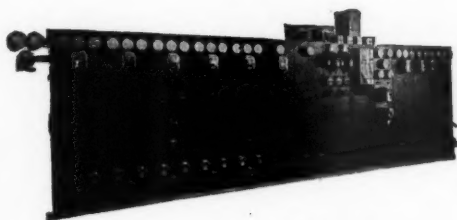
Lyman Tube & Supply Co., Montreal, Toronto, Canada



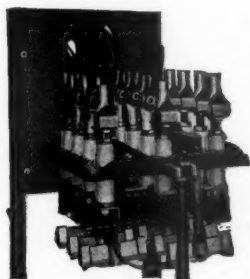
# Nuttall

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# Serving the Northwestern Paper Mills *with*



Typical Generating  
Station Switchboard



Type MF Oil Cir-  
cuit Breaker with  
tank removed

## Switchboards

Westinghouse builds switchboards for the distribution and control of electric currents of any rating and for all uses. For any paper mill application Westinghouse engineering skill and experience are available for designing the equipment needed.

## Circuit Breakers

Westinghouse circuit breakers are manufactured in all capacities for use in generating stations, substations, and for the control and protection of feeder circuits and motors in the mill. A-c. or d-c. oil or air break, Westinghouse can supply the correct breaker.

## Switching Devices

The Pacific Coast warehouses carry large stocks of Westinghouse switching devices available for immediate shipment. Included in these stocks are knife switches, disconnecting switches, fuses, bus supports, panelboards, fittings for pipe structures, etc.

## Service of Specialists

Each Westinghouse District Office maintains a staff of engineers, specially trained in the design and application of switching equipment. A letter to the Westinghouse office near you will bring you their assistance in solving your switching problems.

Westinghouse Electric & Manufacturing Company  
Seattle      San Francisco      Los Angeles

Westinghouse Switchgear  
Installed in these Northwestern  
Paper Mills

Washington Pulp & Paper  
Company  
Rainier Pulp & Paper Company  
Hawley Pulp & Paper Company  
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# Westinghouse

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When writing to WESTINGHOUSE ELEC. & MFG. CO. please mention PACIFIC PULP & PAPER INDUSTRY

THE NEW YORK TIMES, TUESDAY, SEPTEMBER 27, 1927.

**Daily Style Hint For Well-Dressed New Yorkers**

New York, September 27.—When the clock strikes six, put on your dinner jacket. It is a spruce and trendy practice which connotes thoroughness and the man who knows. Black evening wear with silken facings to match those of your dinner jacket. Silk bow of the same luster as the suit. Elegant, yet engagingly nondescript. \$10.00.

*John David*

**THE EPICURE ON THE KENTISH DOWNS**



**LAYS CORNERSTONE FOR NEW PAPER MILL**

Premier Ferguson Welcomes Enterprise to Kapuskasing and Ontario.

SEES BENEFIT TO PROVINCE

Town Is Arising Around Plant of Kimberly Clark Company and New York Times.

WILL DEVELOP 75,000 H. P.

Mills to Have Daily Capacity of 550 Tons of Newsprint, 250 of Sulphite.

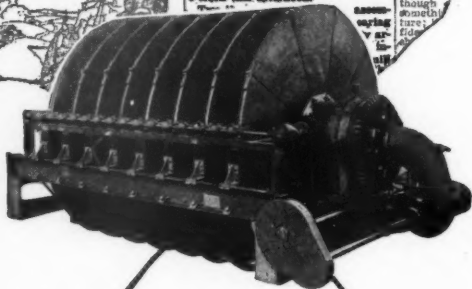
Special to The New York Times. KAPUSKASING, Ont., Sept. 26.—The cornerstone of the Ferguson Mills Paper and Pulp Company mill was laid here by the Premier of Ontario, the Hon. Howard Ferguson, at 4 o'clock this afternoon.

berly Clark Company, of Neenah, Wis., and The New York Times Company, of New York, who are joint parties in this enterprise. Mr. Rosenbrenner, President, as courtmaster, touched upon the importance of the enterprise and the

German Couple Win New Home By Camping on City Hall Steps

GLOOMY DEAN PREDICTS COUNTS UP LOW CHILDLESS HOMES

and the  
“KEY  
MACHINES”



**How The 6 American Filters Tie Into The Flowsheet At Kapuskasing**

Five 9' diameter—10 disc units as groundwood deckers

One 9' diameter—7 disc unit as sulphite decker

Mill white water will vent from only one place, either from groundwood or sulphite deckers. All other white water returns to the system.

IN the new 550 ton news mill at Kapuskasing, six large pulp type American Continuous Filters will bear the burden of deckering or thickening both the groundwood and sulphite stock.

And these filters will also act as save-alls, thus keeping white water losses down to a negligible point.

In a sense, the mill was designed and is being built around these American Filters. They are “key machines”.

That this can be done and is being done emphasizes the improved control as well as prevention of stock losses obtainable by means of the pulp type American Filters.

**UNITED FILTERS CORPORATION**

Main Office and Laboratory: Hazleton, Pennsylvania

New York

Chicago

Salt Lake City

Los Angeles

Export Office: 25 Broadway, New York

Code Address: Unifilter, New York

Pacific Coast Office—Central Bldg., Los Angeles, Calif.

# Timkens Improve Electric Motors

The exceptional performance of Timken Bearings throughout Industry has proved an accurate forecast of their worth in electric motors. Thousands of Timken-equipped motors have demonstrated that motor endurance and economy can now be reckoned on a new and much more favorable basis.

Saving the lubricant and power once wasted on friction only begins the long list of Timken advantages. Timkens are just as effective against the friction of thrust as against the friction of radial load. This means that your Timken-equipped motors need no alteration or special consideration when their position is changed, or when you want to put them on some other type of drive. Self-contained thrust-radial capacity also means highest load area and rigidity in simple, compact, perfectly closed mountings, which are drip-proof, which lend themselves to better placing of the vents, and which reduce shaft length an average of 15%!

Space-saving, power-saving, maintenance-saving, inventory-saving and freedom from the risk of bearing failure come with Timken Bearings. You want them in every motor. Specify.

THE TIMKEN ROLLER BEARING CO., CANTON, OHIO

## **TIMKEN** *Tapered* *Roller* **BEARINGS**

THE INCREASED ENDURANCE, ECONOMY AND ADAPTABILITY OF TIMKEN-EQUIPPED MOTORS ARE LARGELY DUE TO TIMKEN TAPERED CONSTRUCTION, TIMKEN POSITIVELY ALIGNED ROLLS, AND TIMKEN ELECTRIC FURNACE STEEL.



DOUBLE ROW  
SELF-CONTAINED  
TIMKEN BEARING



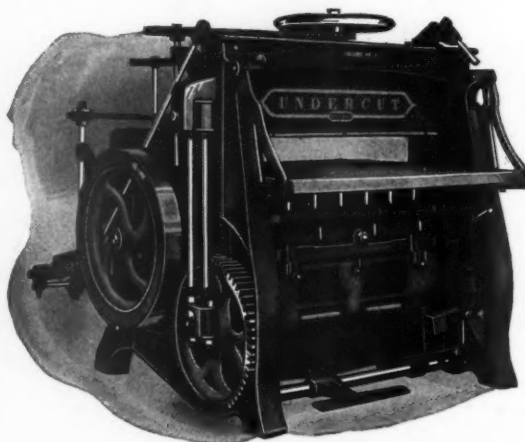
SINGLE ROW  
TIMKEN  
BEARING

# PAPER MILL MACHINERY

JORDAN ENGINES—PUMPS—"RAINSTORM" SHOWER PIPES

## The Undercut Trimmer

The AUTOMATIC PAPER CUTTING MACHINE, designed for PAPER MILL SERVICE, is of rugged and compact design, of great strength yet with simplicity on which you can with accuracy, quickly handle and cut any grade of paper or cardboard.



The AUTOMATIC CLAMP is governed in the pressure put upon the stock by the resistance to the knife in cutting through the stock. The tougher the stock, the greater the pressure will be upon it. The pile to be cut will automatically have the proper pressure put upon it, regardless of its height or width.

The BACK GAUGE has a face which is finished absolutely square to the side gauges, and is also parallel to the knife, regardless of its distance from the knife. The standard back gauge is in one piece. A triplicate back gauge can be furnished whereby three piles may be trimmed to different dimensions at each stroke of the knife.

THE POWER BACK GAUGE is furnished as regular equipment on all machines from 36" and up. It can be supplied on power machines smaller than 36". This is a device for quickly moving the back gauge back and forth by power. The control lever is conveniently located on the front of the machine and within easy reach of the operator. For making accurate adjustment a nickel plated hand-wheel is provided, which is located on the top of the cutter.

THE STARTING DEVICE on the UNDERCUT adds greatly to the safety of operation, in that it positively insures against accidental starting of the machine. On most cutters, the machine can be started by moving the starting handle in one direction, while on the UNDERCUT two separate movements in different directions are required.

## PAPER BAG MAKING MACHINERY

—Established 1828—

# The Smith & Winchester Mfg. Co.

Dept. MFP.

SOUTH WINDHAM, CONN.

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# The Improved Morse Rocker Joint, Type #55

**T**HIS is the improved design of Morse Rocker Joint which adds even longer life to Morse Silent Chains. Retaining all of the advantages of the old Rocker Joint, this new design provides a better balanced joint with a more nearly round hole for the pins. This means reduced wear and longer chain life.

The contour of the rocker pin has been

changed and the cross section of the seat pin has been increased. This gives a more rugged and sturdy joint, 8 per cent heavier, and with an increase of 50 per cent in breaking strength.

Actual tests over a period of years have proved the added reliability and longer life of the type No. 55 Morse Silent Chain. Consult the nearest Morse Transmission Engineer for complete details.

**MORSE CHAIN CO., ITHACA, N. Y., U.S.A.**

*Morse Engineers are always available at:*

ATLANTA, GA., 702 Candler Bldg., Ewrl F. Scott & Co.  
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BUFFALO, N. Y., Ellicott Square Bldg.  
CHARLOTTE, N. C., 404 Commercial Bank Bldg.  
CHICAGO, ILL., 112 W. Adams St.  
CLEVELAND, OHIO, 421 Engineers Bldg.  
DENVER, COLO., 211 Ideal Bldg.

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## Paper Distributors

Mill agents and dealers for the distribution of all classes of paper in the Eastern markets.

**BULKLEY, DUNTON & COMPANY**

**75-77 DUANE STREET**

**NEW YORK**

*When writing to BULKLEY-DUNTON & Co. please mention PACIFIC PULP & PAPER INDUSTRY*

# Pacific Pulp and Paper Industry

Devoted to the Paper Manufacturing Industries of the Western States, Alaska and British Columbia

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Vol. 2

JANUARY 15, 1928

No. 1

## More Mills for Grays Harbor?

Aberdeen-Hoquiam Water Situation Brings Hint of \$6,500,000 Zellerbach Paper Mill and Others

SOME events that point toward further development of the pulp and paper industry in the Grays Harbor region of Washington have transpired within the last thirty days. It was intimated from one source that the Zellerbach and affiliated interests might build a 200-ton paper mill at Hoquiam or Aberdeen at a cost of about \$6,500,000 and that a kraft mill of large proportions was also possible, but these intimations were stamped by the Seattle office of the Zellerbach interests as being only talk without truth. However, some interesting things have transpired.

The city council of Hoquiam on December 12 decided that the proposed ordinance to have been submitted to the voters of that city later in the month which, if passed, would have resulted in a \$900,000 bond issue to finance an industrial water plant, was of insufficient scope to meet Hoquiam's water needs. It was decided further that the proposed bond issue would not be in accordance with Hoquiam's industrial growth. The council therefore repealed the measure preparatory to introducing a more capable document. Hoquiam is contemplating construction of an industrial water source in view of furnishing large quantities of water to pulp mills that may locate there.

The Grays Harbor Pulp Co., which is one of several Zellerbach enterprises on the Pacific Coast, is now constructing a sulphite pulp mill at Hoquiam. A few months ago the company sought a 50-year franchise and permission to lay a 30-inch water line to its mill. This request was put into ordinance form and granted by the city of Hoquiam. Failure to proceed with construction on this water supply system is interpreted in the Harbor to mean that unforeseen difficulties have been encountered. Apparently the plan has been abandoned. The City of Hoquiam has made several applications during the year to the state Division of Hydraulics for water from near-by streams to be developed into an industrial supply, ostensibly for expected pulp and paper development in its territory. With the repealing of the proposed industrial water

ordinance Hoquiam apparently will make no effort to furnish the Grays Harbor Pulp Co. with water as it might find difficulty in developing its supply in time to serve the mill when ready for operation.

At any rate, earlier in December the pulp company opened negotiations with the city of Aberdeen for water for their \$3,000,000 mill.

Water Superintendent S. C. Watkins, of Aberdeen, has been instructed by the city council to submit to the company water rates for the plant. The rates for the Hoquiam plant are based on the regular sliding rate schedule adopted by the city some months ago, but in an alternate proposal—suggested when it was intimated that the company might shortly want to purchase additional water for a plant near Junction City—the Grays Harbor Pulp Company is offered the Junction City rates for both plants, providing the second is constructed.

Shortly after the Hoquiam council repealed the proposed water ordinance Mr. J. C. Shaw, president of the Grays Harbor Pulp Co., announced at a Hoquiam meeting of civic and municipal leaders of both Grays Harbor cities that the Zellerbach interests were considering the erection of a 200-ton paper mill to be built in connection with the Grays Harbor Pulp Co.'s mill. The paper mill, it was stated, was largely contingent on the ability of the company to make a satisfactory contract for a supply of 20 millions of gallons of water daily.

Mr. Shaw further stated at this same meeting that the Zellerbach interests had under consideration the erection of a large kraft mill, and that Grays Harbor was being considered as a possible location.

The city of Aberdeen last year voted a \$1,600,000 bond issue to develop an industrial water system tapping the Lower Wynooche River. This system, which will have a daily capacity of 60,000,000 gallons of water, is now under construction. The Aberdeen system is the only agency which can provide enough water for the two Hoquiam plants—pulp mill and paper mill

—in time to be able to fill water demand, Mr. Shaw declared. Mr. Shaw also stated that the city of Aberdeen can furnish from its present domestic supply the necessary water for the first unit of the Grays Harbor Pulp Co., a 150-ton sulphite mill, which will be in operation in 1928.

Mr. Shaw's statements pointed out the necessity of immediate action. The spirit of the meeting was that the two harbor cities should get together on the water problem, that the building of a new mill or mills in either city would reflect in the industrial growth of both and that efforts should be combined to get the Zellerbach mills located in Grays Harbor and keep them from going to other localities.

A committee composed of Mayor C. M. Cloud, Mayor-elect H. E. Bailey and W. W. Briggs of the Grays Harbor Railway & Light Co., of Aberdeen, and Mayor George W. Brault and E. W. Daniels of Hoquiam was appointed following the meeting with Mr. Shaw to work out a plan of joint action by the two cities to arrange for the necessary water.

The Seattle office of the Grays Harbor Pulp Co.—which is also the office from which all Zellerbach activities in the Northwest are directed—made a flat denial that any new mills were proposed in the Grays Harbor territory when asked for confirmation following the statements made in Hoquiam.

"Mr. Shaw is not in the employ of our company," this office stated, "and he is not authorized to speak for us. There is absolutely no truth in the current statements that we are considering the erection of more mills."

The statement made at Hoquiam and the subsequent denial leave the entire situation up in the air, but a feeling persists that something is still under the surface. Grays Harbor residents point to the fact that the Zellerbach interests drove some test piling on a site along the river near Aberdeen last summer about the time first construction was beginning on the Grays Harbor Pulp Co., and, although nothing further has apparently come of this, the incident has not been forgotten.

## New Mill Proposed for Seattle

SEATTLE has in prospect a pulp and paper mill which will cost between \$2,500,000 and \$3,000,000. If present plans carry, construction will begin on the first unit before the summer of 1928. A 100-ton sulphite mill is planned with a paper mill projected as a later extension to the plant.

First announcement of the proposed mill was made on December 14 following the filing of an application by Allen B. Engle of Seattle, with the Washington State Supervisor of Hydraulics to divert 15 cubic feet of water per second from the Duwamish River which discharges into Puget Sound within the city limits of Seattle.

Mr. Engle is associated with the Tom G. Taylor Co. This is the same company which handled the financing of the St. Helens Pulp & Paper Co., at St. Helens, Oregon, and the Tumwater Paper Mills at Tumwater, Washington, and is now financing the Shaffer Box Co., at Tacoma, Washington.

Mr. Engle characterized the preliminary announcements as "premature". He and his associates, he declared, have been working on the proposition for many months, but are not yet ready to make full announcement of their plans.

A 20-acre site fronting the Duwamish River has been purchased from King County for delinquent taxes, which amounted to \$23,861. The site also has a 700-foot frontage on East Marginal Way, this road being an arterial highway between Seattle and Tacoma. The location is immediately outside the limits of the City of Seattle, and is a part of an area which is devoted essentially to industry. Piling tests made in the vicinity show that foundation can be secured at depths of from 12 to 40 feet.

The Duwamish River is a rather sluggish stream but carries a considerable volume of water. Salinity tests have been made by Mr. Engle and his associates in the river over a period of several months and no evidence of salt has been found at the site of the mill even at the highest tides, according to Mr. Engle. However,

the present plan is to tap the water several miles upstream.

Contracts are understood to have been made for hog fuel and wood supply that will insure raw material over a period of years. The proposed mill will be equipped with a log cut-up plant and will be able to handle wood in log, cord wood, slab or chip form.

With some dredging in the Duwamish waterway deep sea vessels will be able to come directly to the proposed mill.

Articles of incorporation have not yet been filed for the company but assurances were given that such action would be taken in the near future.

"We are not ready to make full announcement of our plans," Mr. Engle informed PACIFIC PULP & PAPER INDUSTRY. "There are still some details to be worked out. This is a big proposition and there are many things necessary to make the picture complete. We hope, however, to proceed with construction before next summer."

It is understood that financing of the project is well along and that much Seattle capital will be represented in the project.

Market for the majority of the output has already been arranged for, it was said.

The names of the designing and constructing engineers have not been divulged.

### Senator Polson Urges Water Cooperation

That Grays Harbor is facing an era of unprecedented industrial development providing its citizens can be made to realize the importance of unity and will bury jealousies in their quest for the goal of success, is the statement of Senator Alex Polson in communication to the daily press of Grays Harbor, in which he urges concerted action to obtain location of the \$6,500,000 paper mill of the Zellerbach interests there. The importance of Aberdeen and Hoquiam uniting in providing needed water for the plant is stressed.

### West Pulp Signs for Water

A contract calling for delivery of a maximum of 10,000,000 gallons of water daily to the West Lumber & Pulp Company of Aberdeen, by November 1, 1928, was signed by Aberdeen city officials and pulp company heads on December 4. The contract is based on the regular rate schedule adopted by the city. A proviso permits the company to arrange for the purchase of an additional 10,000,000 gallons of water at such time as required. The contract is for 25 years.

The contract was drawn by Aberdeen City Attorney E. E. Boner and Water Superintendent S. C. Watkins, following instructions of the council at a recent meeting. The document was signed by W. E. Johnson, vice-president of the pulp company and by Mayor C. M. Cloud and City Clerk Nelle Thrift. The signing of the document is the last important official act to be completed by Mayor Cloud, who turned over the mayoralty that day to H. E. Bailey. Bailey approved the action.

Johnson declared that the plans for the new pulp mill are being rushed by B. T. McBain in Portland, who will have charge of the plant management. Mr. McBain was in Aberdeen on the day of the signature and formally approved the contract. Specifications will be sent east for approval this month, he said.

### Early Construction Hoped

Construction of the plant is expected to start immediately after the plans have been drawn and the contract for the construction of the mill is awarded, it was stated. The provision for the delivery of water by November 1, indicates that the company expects to rush the work of construction, Aberdeen officials believe.

The water contract is the second completed by Aberdeen since voters of that city authorized the construction of the \$1,600,000 water system. The first contract was signed by the Pacific State Pulp & Paper Company.

A revised power contract for the proposed mill is being worked out by the Grays Harbor Light and Power Company, and was expected to be ready to submit to Mr. McBain about January 10.

"Development of the Aberdeen project, as well as that of the proposed Northwestern Pulp and Paper Co. at Astoria, Oregon, is being delayed because of the sudden death of A. D. Clements, controller in both companies, which occurred in Portland, December 31. Eastern men representing the two proposals for the stockholders accompanied Mr. Clements' body to Washington, D. C., where funeral services were held January 8. They are returning to the Coast and will complete plans for both concerns within the next few weeks," Mr. McBain said.

### Willapa Mill Buys Timber

Several sizable tracts of timber to be used in the manufacture of pulp and paper were acquired last month by the Willapa Pulp & Paper Mills near Raymond, Washington, according to A. E. Barry, secretary of the company.

Plans for the new industry, being drawn by L. A. DeGuere, pulp and paper engineer of Wisconsin Rapids, Wisconsin, are virtually completed and construction will be started this month, Mr. Barry said. Final payment on the property was understood to be made early this month, a large payment being made in December.

Plans for the proposed mill provide for the razing

of several buildings now on the property, these to be replaced by structures to house mill equipment. A 50-ton sulphate pulp mill is planned at first with provision for enlargement to 200-ton capacity, it was announced.

Portland officers of the company returned from a visit to the site of the proposed mill early in January.

### Campbell River Project Resting

Until spring weather arrives developments at Campbell River, the site of the big Crown Willamette pulp and paper project, will be at a standstill, according to Frank Youngman, in charge of the company's operations in British Columbia. Rumors to the effect that the company's original plans had been severely altered in certain details were repudiated by Mr. Youngman.

"Just at present," he said, "there isn't a thing to announce concerning our plans."

It is about a year since the first announcement of Crown Willamette's intentions at Campbell River was made. It was stated then that the company planned to establish mills there with an ultimate capacity of 1000 tons a day, to cost \$50,000,000. During the next five years, it was announced, \$15,000,000 would be spent on development work. During the past year considerable survey work has been carried on, chiefly with a view to ascertaining the available waterpower and the most advantageous location for the mills. The result of this survey has not been made known.

### Pennsylvania Salt Plans Tacoma Chemical Plant

Incorporation of the Tacoma Electrochemical Co. on November 3, 1927, at Wilmington, Delaware, for \$1,000,000 has accompanied the announcement that the company plans the erection of a chemical plant to serve the pulp and paper industry of the Pacific Coast at Tacoma, Washington. The Pennsylvania Salt Manufacturing Co. of Philadelphia, holds all the capital stock in the new company and will provide funds for the new plant as well as supervise the work with its own staff of engineers. Preliminary announcements state that the plant may be in operation in the spring of 1928.

### Oregon-Canadian Working Quietly

The Oregon-Canadian Pulp & Paper Co., which was incorporated in Oregon in December, is reported to be working quietly on their project. Negotiations are being made for certain assets, it was stated by officials of the company, but until the entire project was in shape to insure the completion of the project nothing will be done. No disclosure was made regarding the site of the proposed project. It is understood that representatives of the company have gone East, although this was not confirmed. The offices of the company are at 1210 Yeon Building, Portland.

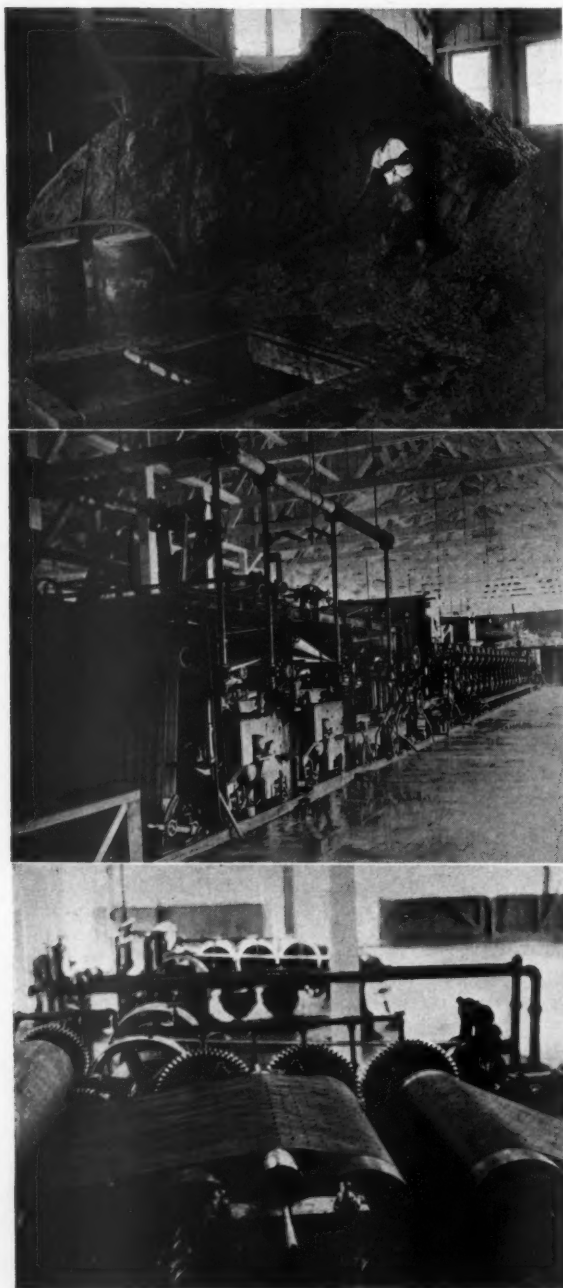
### L. A. DeGuere In Wisconsin

L. A. DeGuere, pulp and paper mill engineer, spent the last few weeks of 1927 in Wisconsin where he is working on some projects. Mr. DeGuere's home office is in Wisconsin Rapids, but he has recently established an office in the Perkins Building, Tacoma, Washington, in order to have a working base for his Western operations. Mr. DeGuere is now working on the plans of the 50-ton sulphite pulp mill which the Shaffer Box Co. proposes to erect in Tacoma. He was expected to return to the Pacific Coast about January 15.

# Sugar and Paper in Hawaii

The Olaa Sugar Co., Ltd., Produces Its Own Mulch Paper for Its Great Cane Fields

Described by C. W. MASON  
Paper Mill Superintendent, Olaa Sugar Co., Ltd.



The Upper View Shows Bagasse Fibre Being Loaded Into the Digesters from the Loft. In the Center is the Beloit Paper Machine Viewed from the Wet End. The Lower Illustration Shows the Saturating Machine with Perforating Roll Attached

**A**WAY out in the middle of the broad, blue Pacific, on the Island of Hawaii, is situated the paper mill of the Olaa Sugar Company, Ltd. This mill is unique, in that it is the only one in existence built and operated solely for agricultural purposes. The paper turned out is known as mulching paper and is manufactured from Bagasse Fibre (crushed sugar cane).

After the sugar cane has been crushed and the juice extracted, the bagasse is conveyed to the boiler room to be used as fuel, part of it, however, continues on to the paper mill where it is deposited on the floor of the digester loft and from there it is loaded into Biggs rotary boilers and cooked with the lime process for twelve hours after which it is discharged on the floor beneath and allowed to drain.

## Pulp Allowed to Mellow

If the cooked pulp is allowed to remain on the floor for three or four days it becomes mellow and is more easily refined, the felting quality of the fibre is improved, and the final result is a better formed sheet with a higher tensile strength.

After the pulp has been seasoned, in the manner just described, it is then subjected to the regular beating and refining process common in all mills, from there it goes to the paper machine where it is turned out in rolls thirty to thirty-three inches wide, weighing about two hundred pounds each. A sample is taken from each roll which is carefully weighed, and the bursting strength tested by taking the average ten punches across a sheet twelve inches square, the weight of the sheet is 108 pounds on a 24x36-inch—48 basis while the bursting strength should average between twenty and twenty-two pounds per square inch. This has been found to give the best results and the young cane shoots automatically pierce their way through the sheet without any trouble.

## Care Used in Manufacture

Although this paper is used to mulch the ground we are just as particular about its manufacture as though it were bond and writing paper, as the proper weight and bursting strength must be maintained as near as possible. The average life of the paper on the field is roughly six months, by that time the cane has attained sufficient growth to be able to protect itself.

From the paper machine the paper rolls are then conveyed to the saturating department where they are run through a bath of hot asphalt in the saturator in much the same manner as roofing paper is saturated.

The sheet is also perforated by a special attachment on the saturating machine. This allows the rain to pass through the paper and reach the soil and roots of the cane. The saturated rolls are then allowed to stand over night and are rewound the next day into 8-inch rolls weighing approximately 33 to 36 pounds each. This has been found to be a very convenient size to handle on the field.

The rolls are then conveyed to the warehouse where they are stacked up to await shipment to the field. The paper is applied to the cane rows after the cane has been cut and the ground prepared, stones and trash being put on the outside edges of it to hold it down and keep it from blowing away.

The plant was built in 1919 and consists of three 14x14-foot Biggs rotaries, four 1,200-pound beating engines, two Jordans, one 70-inch twin two-mould Belloit cylinder machine, two 40-inch Moore & White saturating machines and one rewinder.

The mill runs days only, closing down every night at 6:00 p. m. The weekly output of saturated or finished paper is roughly seventy tons. No paper is sold on the outside as the mill is operated solely to supply the needs of the plantation.

The crew is made up chiefly of Filipinos, Japanese and Portuguese, about thirty in all being employed throughout the various departments.

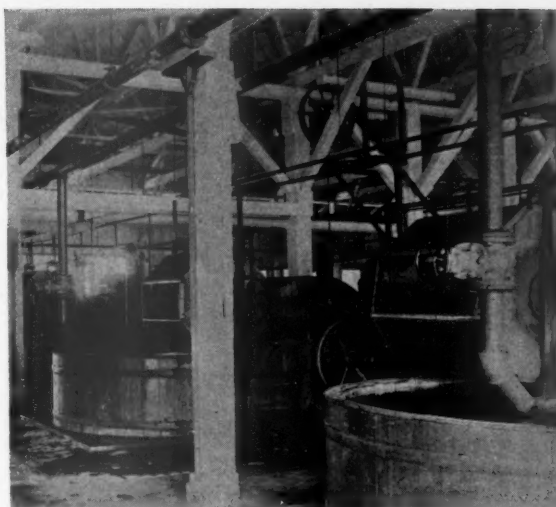
### Weyerhaeuser Building Big Lumber Mill

The Weyerhaeuser Timber company is rapidly swinging into increased activity on the construction of three new lumber mills at Longview, on which actual construction was started in October. About 200 men are now at work, with Chris Moffatt, brought from the Minnesota operations of the company, as construction superintendent. Mr. Moffatt is the man who built the large Weyerhaeuser wholesale yards at Newark, N. J. A. L. Raught, Jr., is the general manager of the local operations and is also in charge of the woods. The combined warehouse and machine shop, the first permanent building of the plants, is completed, and the frame work of one of the several large storage and drying sheds is now up. The Hart Construction company, of Tacoma, which has the general contract for the pile driving, has three pile driving rigs at work on the operation, with Jack Hart, of Tacoma, in charge.

George S. Long, general manager of the company, announced for the first time at the beginning of the new year plans for the new mill. There will be three lumber mills and a shingle mill. The lumber mill cut will be 700,000 feet per shift. The largest mill will be for Douglas fir, the second will be a combination fir and Western hemlock mill, and the third mill will be for cedar. Operation will begin early in 1929. The 677-acre site will have ample room for by-products plants, but nothing definite on this aspect has been worked out, although current talk has long been rife at Longview and elsewhere on the Coast that a paper mill would follow the lumber mill. The mills will be electrically operated, the first installation of the power plant to be of about 10,000 k. w. capacity. A definite reforestation program is included in the plans of operation of this project.

### British Columbia Timber Sale

The British Columbia Gazette of November 24 (the Provincial Government publication), contains a notice of a timber sale covering the cutting of 19,000,000 feet board measure of spruce and balsam on an area situated on the south side of the Fraser River, in the vicinity of the Grand Canyon, Caribou District. The sale will take place at noon on January 12, 1928, at the offices of the District Forester, Prince George, B. C. Twenty years will be allowed for the removal of the timber. Full particulars are obtainable from the Chief Forester, Victoria, or the District Forester, Prince George, B. C.



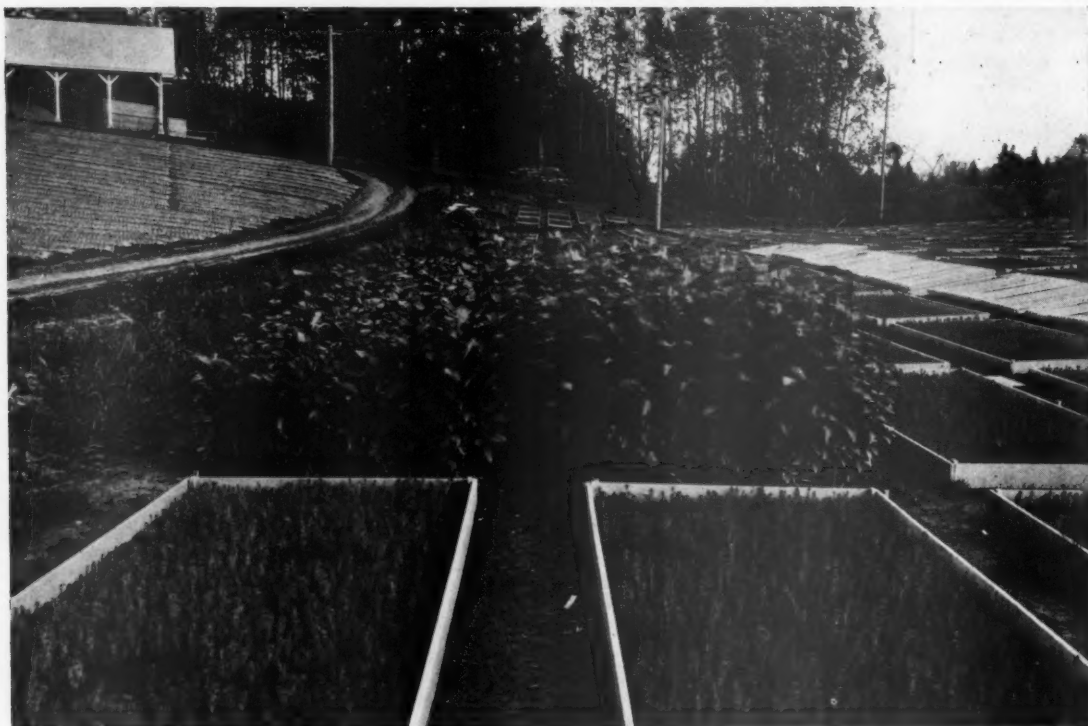
The Beater Installation



The Young Cane Shoots Sprouting Through the Paper



Laying the Paper on the Field After Cutting the Cane



In the Foreground Are Two Beds of Yearling Spruce and Just Behind Them Two Beds of Alder. To the Left and Near the Open Shed Are Part of the Transplants, More Than 2,000,000 of Which Have Recently Been Set Out

## Reforestation on a Perpetual Basis

The Crown Willamette Paper Company Is Putting Its Cut-Over Lands to Work

**A** REFORESTATION program which will guarantee the perpetuity of the pulp wood supply of the Crown Willamette Paper company is well under way and by 1931 the company will be planting each year an area equal to that logged during the same period.

With ample timber reserves to supply it during the period of growth of the reforested areas, it will be seen that before the company has cut all of its present timber holdings cutting can be started on the lands now being reforested.

The reforestation work of the Crown Willamette Paper company thus far centers at two points in Oregon: West Linn, where the company's great conifer nurseries are located, and Clatsop county, where the actual reforestation thus far has been done.

The nursery at West Linn has been increased in size from its beginnings in 1924 until 6,000,000 young trees were seeded in the fall of 1926 and will be ready for planting in the forest in the winter of 1928-29.

The company's program of nursery development calls for steady expansion until 1929. The trees seeded in that year will be sufficient in number to replant an area equal to that logged by the company annually and the operations will be on a perpetual basis.

The Crown Willamette's reforestation program was initiated and has been continued under the supervision of J. H. Walker, veteran timberland supervisor for the company.

Planting thus far has all been done in Clatsop County, where the company has extensive timber holdings, in addition to large areas of cut-over land. The major work has been done in the Youngs River valley near the foot of Saddle Mountain, although in early 1927 there was same planting done in the Necanicum River valley near the coast.

The work was initiated in the spring of 1924, when the conifer nursery at West Linn was established with an initial capacity of 200,000 young trees.

In February of 1925 the company reforested about 200 acres of cut-over land on Youngs River, using 100,000 small trees transplanted from the native forests. This method has not generally proven successful with conifer reforestation, but in the damp climate of the Oregon coast region a percentage of survival in excess of 50 per cent has been secured with these transplanted trees. The advantages of nursery rearing, however, are so great that the natural transplanting has not since been used in the reforestation work.

In 1926 the 165,000 young trees from the first nursery planting were set out in the Youngs River valley. This was followed by the planting of 228,000 young trees in early 1927, while the planting program for early 1928 calls for 950,000 young trees.

This year's planting of 950,000 young trees will practically complete the reforestation of the Youngs River unit. The task of setting out this number of trees in the tangled cut-over lands is a formidable one. All

planting is in the hands of A. L. Feeman. The Crown Willamette company has worked out a specialized planting method for young spruces in which a bed is prepared for each tree and the roots carefully spread out before the soil is tamped down. While expensive, this plan has been found preferable to the "grubhoe" method commonly used in reforestation with firs. Under the Crown Willamette method a good workman plants about 450 trees a day, as against from 600 to 1,000 by the grubhoe method.

As trees spaced 10 feet apart stand 450 to the acre, it will be seen that one man can cover about an acre a day. Working alone, eight hours a day, 360 days a year, one man would require over seven years to plant the 950,000 trees.

With 6,000,000 young trees available for planting in 1929, the company will complete what little work remains on Youngs River and will start reforestation of its cut-over lands in the Necanicum Valley near Seaside, Ore., and also near Cathlamet, Wash.

After early experimentation with hemlock and noble fir as well, the company is now specializing almost exclusively in spruce, as the most valuable pulp tree, and because there is far greater natural reforestation of hemlock.

#### First Season Is the Critical One

Careful study of the plantings has shown that it is absolutely essential that the young trees be planted in mineral earth if they are to survive and the planting crews are strictly instructed to dig through to mineral earth before planting the young trees. Seedlings set out in forest duff or rotten wood have but small chance of survival, due to the drying out of these materials during the summers. The first season is the critical time of the young trees and seedlings which have passed through their first summer in the field have an excellent chance of survival, while the second summer takes them past all danger except from fire.

Fire prevention, of course, is particularly essential in reforested areas, as even a minor fire destroys all of the young trees. In order to assist in fire control, the Crown Willamette company is experimenting in the planting of fire-break rows of alder and cascara trees through the reforested tracts. The timber in these fire-breaks will have commercial value at the time of the



J. H. WALKER

cutting of the pulp timber, the alder for lumber and the cascara for its bark.

The Crown Willamette's reforestation is being done in a most thorough manner, every foot of the cut-over land being gone over by the planting crews. This applies to barren districts and areas where natural reforestation has occurred alike.

While welcoming the natural reforestation, the company wishes a solid stand of timber on its reforested land and is going over the entire areas chosen for reforestation. Where naturally seeded trees are not growing in the density specified by the planting plan nursery stock is set out.

The percentage of survival among the young trees which have been planted in the early years of the re-  
(Turn to page 35)



More Than 6,000,000 Trees in 1,000 Seed Beds Were Planted at the West Linn Nursery in November, 1926

# Training Our Chemical Engineers

By H. K. BENSON

Professor of Chemical Engineering, University of Washington



DR. H. K. BENSON

**T**HE chemical engineer is a comparative newcomer to industry and until recently represented a more or less indefinite and variable technical training. Through the agency of the American Institute of Chemical Engineers, this training in fifty-six American institutions has been stabilized and, in a measure, standardized. As a result, the curriculum in chemical engineering now consists of fundamental courses in engineering such as drafting, surveying, mechanics, machine design, steam engineering, direct and alternating currents, physics and mathematics, together with a major emphasis in analytical, organic and physical chemistry.

Courses in industrial chemistry and in chemical engineering operations are given to develop the aptitude of mind on the part of the student to apply the facts of chemistry and engineering to the solution of industrial problems. The work in chemical engineering during the senior year, for example, deals with the quantitative measurement of the flow of liquids and gases, flow of heat, combustion, furnace design calculations, crushing and grinding, screening, filtration, evaporation, humidifying, drying, distillation, diffusion, absorption and extraction.

A recent popular publication symbolizes the chemical engineer as the figure of a stalwart youth gazing intently upon the contents of an uplifted test-tube in one hand and a heavy pipe wrench in the other. This

illustration is more truthful than symbolic, as our chemical engineering alumni will agree.

Recognizing the rapid development of the pulp and paper industry in the Pacific Northwest the department of chemistry and chemical engineering in the University of Washington has instituted special work in its courses designed to give a working familiarity with this industry. During the junior year a quarter has heretofore been given to the control methods in the production of heavy chemicals, i. e., salts, alkalies and acids. For instructional purposes, the preparation of a cooking liquor for the sado and sulphate processes is just as pertinent as the obsolete LeBlanc soda process. The burning of sulphur and its absorption for sulphite liquor is just as pertinent as in the manufacture of sulphuric acid. Consequently the subject matter of this quarter's work has been shifted to consider the preparation of the cooking solutions used in pulp manufacture. Laboratory work has been introduced to exemplify the processes of digestion, of sheet formation and of both pulp and paper testing. The following equipment has been provided:

## Laboratory Equipment

Mitts and Merrill wood chipper.  
Niagara beater.  
Ball mill.  
Valley freeness tester.  
Valley sheet mold.  
Valley press.  
Valley dryer.  
Green freeness tester.  
Green sheet mold.  
Mullin pop tester.  
½ cu. ft. digester for alkaline digestion.  
600 cc. acid proof alloy digester for acid digestion with constant temperature oil bath.

During the senior year, each student is required to undertake a thesis in which facts are gathered around some unknown subject and an attempt made to form a conclusion. From an instructional standpoint, the student is put up against an unknown problem and shown where to find data pertaining to it, how to proceed experimentally toward its solution and finally to put it into a logical systematic report that can be read and understood by the non-technical business man.

## Studying Douglas Fir

For the present year, four students are making a laboratory study of the composition of Douglas fir wood and its alteration in cooking with sulphite liquor under varying conditions of pressure, temperature, time and concentration. This work is done on 10-15 gram samples of finely divided wood. It will be followed later with 4-5 pound samples in digesters, the resulting pulp made into sheets and tested by standard methods.

It will be seen from the above outline that all chemical engineers will be trained in the general processes of the pulp factory since such processes are synonymous

with the content of courses dealing with chemical engineering operations.

It is really surprising to realize how strictly chemical the soda, sulphite and sulphate pulp processes are. In the sulphite mill are found the operations of (1) disintegration of wood, (2) screening, (3) combustion of sulphur, (4) calcination of lime, (5) hydration of lime, (6) absorption of gas, (7) cooking of wood (heat flow, chemical reaction), (8) washing of wood (diffusion), (9) beating of pulp (hydration), (10) dewatering of pulp (filtration).

In the soda or kraft mill the additional steps are (11) evaporation of liquor, (12) calcination or reduction of black liquor, (13) bleaching of black ash, (14) caustization of carbonate liquors, (15) bleaching.

In the paper mill the additional steps are: (16) preparation of size, (17) filling of pulp, (18) dyeing, (19) dewatering and filtration (paper machine), (20) drying and colendering.

That the general training of the chemical engineer is serviceable in the pulp industry is attested by alumni of the University of Washington now employed in the industry. Among those thus engaged may be noted:

#### Alumni in the Industry

Gordon Cave	Brown Corporation	Berlin, N. H.
Curtis Thing	Brown Corporation	Berlin, N. H.
Raymond J. Schadt	Hawley Pulp Co.	Oregon City, Or.
Earl Thompson	Everett Pulp & Paper Co.	Lowell, Wash.
Malcolm Otis	Crown-Willamette Paper Co.	Camas, Wash.
Lloyd Fisher	Crown-Willamette Paper Co.	Camas, Wash.
O. Greenwalt	Crown-Willamette Paper Co.	Camas, Wash.
George Cropper	Washington Pulp Co.	Port Angeles, Wn.
O. S. Cauvell	Washington Pulp Co.	Port Angeles, Wn.
Myron Black	Inland Paper Co.	Spokane, Wash.
R. B. Hansen	Rainier Pulp & Paper Co.	Shelton, Wash.
Bryan Rauschert	Rainier Pulp & Paper Co.	Shelton, Wash.
Bernard Winiecki	Rainier Pulp & Paper Co.	Shelton, Wash.

#### Introduce Research Problems

It is not the intention of the writer to imply that chemical engineers only can operate the pulp industry. Quite to the contrary, until recently, the industry trained its own men for service. What is stressed is the fact that in the recent development of the chemical engineering curriculum, eighty-five per cent of the pulp and paper mill operations are covered in their fundamentals without reference to pulp as such and without any restriction to specific materials.

By directing more specific attention to the pulp industry through the introduction of research problems from the industry for the consideration of advanced students and faculty, it is believed that the service of chemistry and chemical engineering can be greatly augmented in this field.

#### Developing Wynooche Water Project

Construction on the three-mile tunnel for the Aberdeen city industrial water plant was started during December by the Seims & Carlson Company, Spokane contractors. Camps have been located at the prospective mouths of the tunnel and men employed. Work of clearing the side of the hill for the mouths of the tunnel was completed about December 20 and men are now drilling into the hillside, excavating from both ends.

#### Pulp Making at Oregon City

About the middle of December the usual pulp mountains of Oregon City, Oregon, which spell prosperity to the City of the Falls, began to appear when the big pulp mill of the Hawley Pulp and Paper Co. began

production for the season running twenty stones. Grinding began a few weeks earlier across the river at the Crown Willamette Paper Co.'s West Linn plant. The long grinding season of 1927 left both the local paper companies in good shape regarding pulp supply. The rains over the Thanksgiving period left the Willamette River in fine shape for grinding conditions. At present the Willamette Falls at Oregon City present a very pretty sight.

#### Occident Mill May Install Dryer

The Occident Pulp & Paper Mills at Edmonds, Washington, has under consideration the installation of equipment for drying its pulp, according to Joseph H. Molyneux, president of the company. The Occident mill began the production of mechanical pulp in March, 1927. It has a daily rated capacity of 40 tons.

The mill has been pressing its product under hydraulic presses, and has been seeking a satisfactory solution to it. The pressed pulp has a water content of fifty per cent or greater, making long shipments of the pulp entirely out of the question. Much of the product has been going to the Pacific Coast Paper Mills, at Bellingham, Washington, although some has been shipped to Japan.

The drying problem has been worked out by Mr. Joseph Kaster. Mr. Kaster visited the mill in December and recommended certain alterations. Making certain changes on the wet process, he took off samples of pulp, these sample sheets being taken off in different widths. Instead of running a heavy thickness as in taking off ordinary pulp lap for storage, only a thin sheet was stripped.

These thin sheets were taken to the San Juan Pulp Manufacturing Company's sulphite mill, at Bellingham, Washington, where the Fidalgo system of drying is used. Through the courtesy of Mr. Ossian Anderson, president of the San Juan company, the sample sheets of pulp were put through the dryer for an experimental test.

"Our tests prove without doubt," Mr. Kaster states, "that the groundwood pulp can be successfully dried. The practice, as we have worked it out, will be a departure from any existing method of drying mechanical pulp today. The dried sheet has the appearance of a heavy crepe paper towel. Pulp can be run through in a continuous sheet, in strips of any desired width, or it can be shredded. It will bale easily, and a bale of higher cubic density than is now being secured with air dried shredded sulphite pulp can be made. We have made tests and find that the dried mechanical pulp disintegrates at once in water and this will be a decided advantage as the pulp will give no trouble at the beaters."

Acting on Mr. Kaster's suggestions, the Occident mill is planning the installation of a dryer and steam plant.

"The big benefit is, of course, the ability to reach all the markets with the pulp," Mr. Kaster states. With a high water content pulp, any distant shipment is out of the question because one has to pay freight on the water as well as the pulp. With dried pulp the Occident mill will be able to reach the more distant market."

Mr. Kaster has more than a score of years of experience on the Coast. He has been in charge of practical operation and design with such leading paper interests on the Coast as Crown Willamette Paper Co., Columbian River Paper Mills, Oregon Pulp & Paper Co., and others.



Paper Jamming in the Calendar Rolls Threw a Terrific Strain on the Driving Gears. This Broken Pedestal Resulted

## Welding Reduces Maintenance Costs

Repair of Cast Iron Parts by This Process Saves Money for Plant Management

*This Article Tells How It Is Done*

**O**XY-ACETYLENE welding in practically every line of industry has opened up new opportunities in plant maintenance. It has made possible the salvage and reclamation of thousands of dollars worth of equipment annually in even relatively small plants and has largely banished the fear of every plant man, the shut-down of important machinery during seasonal rushes or periods of peak production.

Repair of gray iron castings is probably one of the most important of these plant maintenance applications

of welding. Every industrial organization has much machinery made of gray iron castings and this relatively weak and brittle metal is not only subject to wear, but is more than ordinarily subject to breakage. In the papermaking industries the equipment used, much of which is subject to excessive stress and service, as well as the usually remote location of the mills, has made the oxy-acetylene process an important asset in the plant maintenance organization.

Gray iron castings may be repaired through the use of the oxy-acetylene process by either of two ways. Where cracked or broken castings must simply be made strong and whole again, the work may be done with a special bronze welding rod. This operation has some advantages in speed, since many times repairs may be made without dismantling the machine. Where the break is in a part that must be accurately finished or machined or where it is desirable that cast iron be the metal in the weld rather than bronze, casting can readily be repaired with a special gray iron welding rod.

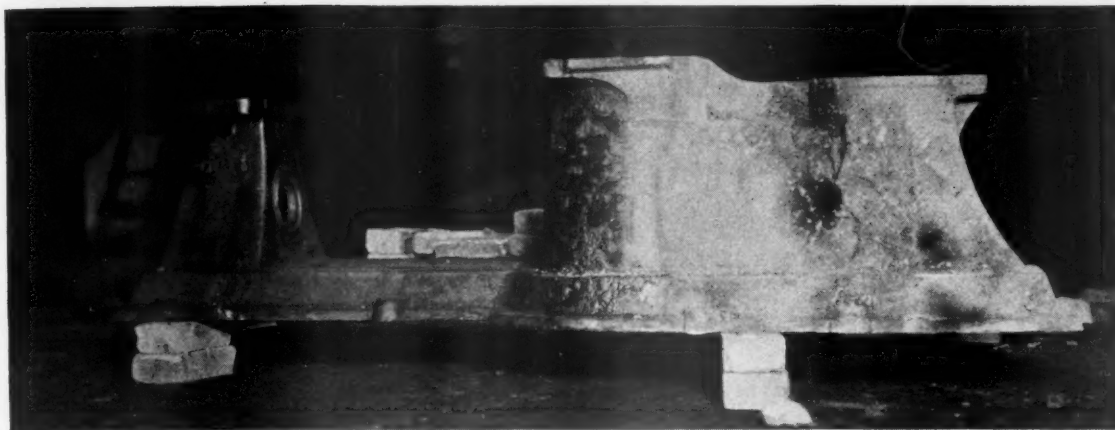
By welding with cast iron rod sections can be so finished that the completed weld will not show at all. With proper attention to correct methods of handling the work, a soft and readily machinable weld metal can be produced and this weld metal will give equivalent results in service to the base metal in the casting. Wearing parts can be built up to size with every assurance that even such sections as teeth in gears will wear uniformly with the metal in the original casting.

For correct welding of cast iron several requirements are necessary. One of the most important is the selection of welding rod of proper composition. It will be found that a rod high in silicon will give best results in soft and easily machinable weld metal. Several large manufacturers make such welding rods. A commercial flux of proper composition will also be required and can be obtained from reliable companies who sell welding equipment and supplies.

Practically all gray iron casting to be welded with



A Temporary Furnace Built Around the Broken Leg Was Fired with Charcoal to Bring the Piece up to Required Heat. Here the Operator is Welding the Break Through a Hole in the Asbestos Cover of the Furnace



The Finished Weld Needed No Machining. With a Repair Cost of Only \$20.00 the Casting Was as Good as New

gray iron welding rod should be preheated. Whether this preheating should include the whole casting or only a portion will depend largely on the casting itself and on the nature of the break, and to some extent upon the experience of the operator. The best rule is, unless there are some serious considerations which suggest other possibilities, to preheat the entire casting.

Such preheating will not only release stresses caused by expansion and contraction and make it possible to obtain a gray iron structure in the finished weld, but will also save a considerable amount through economizing in oxygen and acetylene.

#### Preheat in Temporary Furnace

Preheating is usually done in a temporary furnace made of firebrick laid without mortar. A few draft holes are left in the bottom course. If the casting must be turned during welding some provision must be made for this in the size and shape of the furnace. The fuel usually used is charcoal, although kerosene torches or gas may sometimes be employed.

The casting should be blocked up off the floor and charcoal placed around it so that it will heat evenly. The intensity of the preheating fire can be regulated by piling sand against the draft holes at the bottom and by opening or closing the asbestos paper cover of the temporary furnace.

Welding should start when the casting has reached a dull red heat. The casting, usually prepared for welding by grinding out a vee with an angle of opening of from 60 to 90 degrees, is welded in a series of overlapping puddles of metal. The weld can be reinforced if desirable, usually as the operation proceeds. During welding sufficient flux should be used to keep the weld clean of dirt, gas bubbles and any other foreign matter.

#### Allow Natural Cooling

At the conclusion of the work a little extra preheating fuel should be added, the draft holes partly closed and the fire should be allowed to burn itself out. The casting should not be uncovered until it is stone cold.

When the weld is completed it will be found, if it has been properly made, that the metal can be ground or machined with the same ease as the base metal of the casting. If preheating has been properly done, the casting will not be warped out of alignment and the weld itself will be strong.

### Further Developments in Colorado Pulp & Paper Company Litigation

On December 12 District Judge Samuel W. Johnson entered a final decree at Brighton, Colorado, in a suit brought by Charles B. Myers, a stockholder in the Colorado Pulp and Paper Company, against Joseph Buchhalter, former president, regarding the administration of the company under the presidency of the latter. Judge Johnson decreed that a written contract of June 1, 1925, be voided, that a voting trust be dissolved and that Buchhalter return 2,500 shares of stock he holds. Buchhalter immediately appealed the case to the supreme court. In a recent referee's decision Buchhalter was declared to owe the firm upwards of \$35,000.

The decree and the appeal will have no immediate bearing on the receivership under which the company is now operating. The agreement entered into at the time the receiver was appointed was that he would be given a free hand for six months, at the end of which time Buchhalter was to be paid \$50,000. In the event this sum was not available, it was stipulated the mill be sold under bankruptcy. Under the receivership of George W. Beck the plant has been operating at a profit since August 3, it is reported.

#### May Begin Construction in April

Although the Pacific States Pulp & Paper Co. officials at Aberdeen, Wash., have exercised their option on the 30-acre tract near Junction City on the Chehalis River, by buying the land outright, they would make no more definite statement than that "construction of a plant will start next April." The style of plant and other information could not be obtained. They proposed to build a 100-ton pulp mill as the first unit and say the mill will be finished and ready for operations in less than a year after construction starts. This company has already contracted with the city of Aberdeen for 7,000,000 gallons per day of industrial water from the Upper Wynooche river plant the city is now building. The company has already cleared the land. No test piling has been sunk yet, however.

The property purchased has a frontage of 2,026 feet on the Chehalis river and a slough bordering its northern limits will give it an additional 1,500 feet.

### May Survey Astoria's Advantages

A survey of the situation surrounding the concessions which Astoria, Oregon, has to offer as inducements for the location of pulp mills in that city is forecast as result of the city commission's recent action with respect to a letter from the Astoria Chamber of Commerce, asking that the concessions which the city can offer be revised in accordance with the law, restated, and laid open before any concern which might wish to avail itself of them.

The commission referred the request to the city manager and city attorney, asking them to make a report on the proposition.

Such a report may be expected to go into the legality of the concessions made to the Northwestern Pulp & Paper Company and still held by this concern, although failure to meet the conditions under which the concessions were granted is generally believed to have invalidated them.

The manager and attorneys are expected to discuss in the report the present status of the concessions to the Northwestern company and the legality of the concessions as affected by a recent decision of the state supreme court in the case of Adolph Hauke vs. the Astoria Box Company.

The Chamber of Commerce said that it was willing and anxious to co-operate with the city commission in interesting pulp companies in locating in Astoria if the concessions which the city can offer are so stated and made available that they can be placed before prospective operators.

The concessions made to the Northwestern Pulp & Paper Company in October, 1926, provided that the city property on Youngs River east of the highway bridge be deeded to the company; and that the company receive free 500,000,000 gallons of water a year, paying for further amounts at the rate of \$25 for 1,000,000 gallons. These concessions were contingent upon the starting of construction on the pulp mill within 100 days and the completion of the plant within 18 months.

Aside from the driving of a few test piling, no construction has been undertaken and it is manifestly impossible to complete the mill within the few months left of the 18 months time limit.

The supreme court decision indicated that any such outright gift of water as was contemplated would be unconstitutional.

### Port Angeles Had a Good Year

With the closing of the year 1927 came the end of a twelve months' period that held high production marks and important changes in the industrial life of Port Angeles, Wash.

The spring and early summer of 1927 saw the completion of the addition to the Washington Pulp and Paper Corp. news print mill, and initial operation of the high-speed new paper machines in the addition. Production was practically doubled at the Washington Pulp, when the new machine was put into use, and the mill's payroll consequently was increased materially. Construction of the addition, and installation of the machine and the complicated electrical system connected with it, furnished employment for scores of men.

The Glines canyon dam, largest hydro-electric project in the upper Olympic peninsula, also was completed and placed into use early in 1927. Operated by the Northwest Power Co., a Zellerbach unit, the dam furnishes electrical energy to the Washington Pulp mill.

A new substation was constructed at the mill to accommodate the power from the Glines canyon, and lower Elwha dams.

The Crescent Boxboard mill, which became, through the merger of Paraffine and Zellerbach interests, the "Port Angeles division" of Fibreboard Products, Inc., in November, experienced a number of additions. A system for carrying hog fuel was installed during the year, garages were built to accommodate the automobiles of employes, and numerous other changes were effected. The mill was operated steadily throughout the year, excepting for a few short shutdowns for repairs and other necessary delays, in the latter part of the period.

### R. B. Bennet Visits British Columbia

Although Hon. R. B. Bennett is one of the principal stockholders in the E. B. Eddy Company, one of the most important pulp and paper concerns in Canada, he was unable to throw any light on the disposal of its assets when he visited Vancouver a few days ago.

The E. B. Eddy situation, in fact, continues very much a mystery ever since it was announced a few days after Bennett had been elected leader of the Conservative party in Canada that International Paper had bought control of the Eddy company.

It was recently reported that the Laurentide Company had acquired an option on the Eddy assets other than those associated with the match manufacturing end of the business, but George Chahoon, president of Laurentide, denied this, just as A. R. Graustein, president of International, repudiated the story of his company's dealings in Eddy stock. It is now hinted that the Continental Paper and Bag Corporation may take over the business through its Canadian subsidiary, Continental Paper Products.

R. B. Bennett, who is understood to be the owner of approximately half the capital stock of Eddy, spent several days in Vancouver and Victoria during the holiday season. He says he is more interested in politics than in business now.

### Zellerbach Has Another Fire

It seems to be one fire after another these days among the California divisions of the Zellerbach Paper Co. Several months ago the Sacramento headquarters were destroyed by fire and on December 10 the Fresno branch was visited by a destructive blaze. The fire at Fresno destroyed stock estimated worth \$100,000 and damaged the building and fixtures to the extent of \$25,000. E. D. Clark is manager of the Fresno office.

Business went on as usual at Fresno as only a portion of the Zellerbach building was destroyed.

### Hawley Returns From Europe

Mr. Willard P. Hawley, Sr., president of the Hawley Pulp & Paper Co., Oregon City, and president of the St. Helens Pulp & Paper Co., St. Helens, Oregon, returned to Oregon City in December after an absence of several months, during which time he made a tour of Europe. Mr. Hawley stayed in New York for a time upon his return.

### Oregon Mill Adds Digester

A fifth digester is now being installed at the Oregon Pulp & Paper Co., Salem, Oregon, by the Willamette Iron & Steel Works. Late in December the digester building was being remodeled inside to receive the new unit and footings were being poured.

### The Census of Manufacturers for 1927

The biennial census of manufacturers for 1927 will be the only official and complete statistical record of all industries for 1927.

The census is required by an Act of Congress approved March 3, 1919, and requires the reports for all establishments which were in operation during any portion of the year ending December 31, 1927. The data, if desired, may pertain to the business year most nearly conforming to the calendar year. Each manufacturer will receive one or more of these schedules to fill in and return to Washington.

For the pulp and paper industry, these biennial census compilations are the only complete reports of the totals for all grades although the Association's statistical summaries give a very accurate reflection of conditions in the industry from month to month. The census figures are also the only official data for total values, wage-earners, equipment, capacities, cost of raw materials, etc., for the pulp, paper and converted paper products.

### Three New Census Schedules

For 1927, there will be three entirely new census schedules for the pulp and paper industry.

A statistical committee consisting of representatives from practically all the major grades of pulp and paper met several times during the year with two especially appointed representatives from the Department of Commerce to revise the old schedules.

This revision was completed in November, after months of intensive effort by various sub-committees under the active direction of this association's statistician.

The Bureau of the Census accepted these schedules in their entirety, and as a result, the census for 1927 will call officially, for three separate schedules, namely: Pulp (wood and other fibre), Paper and Converted Paper Products.

### Comprehensive Schedules

These schedules were developed with the main purpose of making possible a complete tie-up between pulp and paper and between paper and converted paper products.

During past years, a number of agencies have attempted to make individual canvasses of the industry, or of sections of it, because there were not sufficient data in the census schedules. Many such objections were considered in the framing of these new schedules. As a result, it is believed that in the future, there will be little need for such canvasses by other agencies as the more complete and comprehensive schedules should be satisfactory to all using these data.

The new schedules are a part of the program of the American Paper and Pulp Association toward further stabilization within the paper and pulp industry. Only the most complete and accurate picture of the industry will bring about the educational element essential to such stabilization and unquestionably, these new schedules will go far towards that end.

The schedules will be mailed to each manufacturer by the Bureau of the Census on or about January 10, 1928.

Prompt and complete co-operation of the individual mills will enable the Bureau of the Census to compile and distribute the totals for the industry as early as possible in 1928.

The data will make possible comparisons of value to many mills. It will prove of exceeding benefit to those

carrying on distribution research, and it will show in detail, actual trends and developments in and among the various grades of pulp and paper.

All of which, together with other equally important features will make for such real value and service to the industry that it may well afford to render hearty cooperation by making as early and complete returns as possible.

From the Weekly Business Review of the American Paper and Pulp Association.

### Graustein Note Is Optimistic

In a copyrighted dispatch to the New York Evening Post, Mr. A. R. Graustein, president of the International Paper Co., states:

"The recession in business activity which became apparent six months or so ago is a necessary and orderly readjustment. The comparative dullness, as compared with the highly prosperous preceding year, probably will continue in lessening degree through the winter months. By spring we may reasonably expect resumed expansion in industrial and commercial activities. Improved employment and increased purchasing power should follow.

"Confidence in the outlook for 1928 is principally founded on a satisfactory credit situation which has afforded and should continue to afford the protection and assurance necessary to good business. If international conditions make advisable changes in federal reserve bank policy, it is not anticipated that such changes would seriously disturb business or, in any event, have more than temporary consequences.

"The consumption of paper and paper products in 1928, it is expected, will exceed all past records."

### Pacific News Replacing European

Claims that newsprint from Sweden is gradually being replaced in the American market by "news" from the Pacific Northwest is borne out by the recent announcement of Marcus Alter, president of the Commercial Paper Corp., San Francisco, that he has just started buying newsprint from the West.

For years, the Commercial Paper Corp. has purchased its newsprint in the Swedish market and has imported it to the Pacific Coast for resale. The growth of the paper industry on the West Coast and the advantages of purchasing domestic news almost at home made Mr. Alter switch his order.

Newsprint for the Commercial house is now being supplied by one of the paper mills in the Pacific Northwest. Mr. Alter has sold some of this stock on samples and he is confident that the western "news" will be just as satisfactory, if not more satisfactory, to his customers than the imported European stock.

### Stack Is Hoquiam Landmark

Construction progress of the new \$3,000,000 pulp mill of the Grays Harbor Pulp Company now going up at Hoquiam during December was hampered to some extent by rains, unusual snow and cold weather. Considerable advancement in building of the mill occurred, however. The 250-foot stack was completed during the month and now is a Hoquiam landmark. The settling basins have not yet been finished, but construction men expect them to be completed this month. Several buildings have started and the huge warehouse is furthest along. It should be practically completed by the end of January.



Delegates to First Annual Sales Managers' Conference of the Zellerbach Corporation and Subsidiary and Affiliated Companies.

### Zellerbach Sales Managers Hold Conference

Papers and discussions intended to point the way to more and better business featured the First Annual Sales Managers Conference of the Zellerbach Corporation and its subsidiary and affiliated companies, held at San Francisco December 12-14.

More than sixty Zellerbach sales managers and other executives attended, coming from as far north as Seattle and as far south as San Diego.

Following the conference each delegate returned to his work with a broadened vision and with definite sales ideas gathered from the meeting. Everybody present participated in the meetings; papers were limited to ten minutes in length and brief discussions from the floor followed. At the conclusion of the conference the delegates voted it a successful and valuable affair and urged the company to make it an annual event.

Frank C. Stratford, new manager of the San Francisco division, was chairman, and R. C. Ayres, advertising and educational director, was presiding officer. Mr. Ayres planned the conference, assigned the subjects to the speakers and to the discussion leaders, and was in general charge. I. Zellerbach, president of the company, delivered an address of welcome. Talks also were made by M. R. Higgins, chairman of the board of directors; H. L. Zellerbach, new vice-president of the company, and J. D. Zellerbach, president of Fibreboard Products, Inc.

There was a social side to the meeting also, which included dinner parties and a theatre party. The delegates visited the Stockton plant of Fibreboard Products, Inc., during the conference.

Many of the sales managers took the meeting ideas home with them and held sales conferences with their own division salesmen during the week between Christmas and New Years, thus passing the thoughts along the line.

Subjects discussed at the conference covered every angle of sales work. Among the topics were: "Meeting Chain Store Competition and Co-operative Buying," "Selling the Printers on the New Price Lists; 1,000-Sheet Count and Carton Packing," "Pushing Old Lines of Papers Before Taking on New Ones," "Means for Keeping Salesmen Interested in an Entire Line," "Promoting the Sale of Specialties," "Cashing in on Our Advertising," "Reviving Inactive Accounts by Salesmen

and by Letters," "How Should a Small Division Meet Competition From Metropolitan Centers," "How Can Salesmen Increase the Size of Their Wrapping Paper Orders?" and "Ways and Means for Bringing Salesmen Closer to the Sales Manager."

### Following is the personnel of the conference:

**San Francisco Division**—H. L. Zellerbach, Gordon Murphy, James Igstadter, T. J. Finerty, E. J. Tracy, S. L. Leavick, Leo Schoenfeld, Fred Breyman, Milton Colton, Arthur Pepper, Eugene Breyman, T. C. Macormack, R. N. LePage, Fred Mohler, Al Enquist, Sumner Caldwell, H. H. Zellerbach, Chas. R. Cosby, Martin W. Levy, Fred Ogden.

**Oakland Division**—J. C. Ady, J. C. Franklin.

**San Jose Division**—L. J. Marymont, Harry Gassett, B. C. Ackerman, Dan Williams.

**Stockton Division**—J. L. Taylor, A. P. Delaney, W. A. Strong.

**Sacramento Division**—Lee J. Doherty, Wm. H. Williams, F. R. Elmer.

**Fresno Division**—Robert C. Clark, Wm. Grossman, J. W. Knapp.

**Los Angeles Division**—Victor E. Hecht, Ross McPhee, Clem Reis, S. A. Sands, Roman Schmit, F. W. Shaw.

**San Diego Division**—W. H. Clarke,

**Portland Division**—O. C. Sayles, Walter R. McWaters.

**Eugene Division**—Z. N. Agee.

**Seattle Division**—B. R. Myers, Thos. Severson, J. A. Todd, C. R. Foss.

**Spokane Division**—F. A. Stockwell.

**Salt Lake Division**—Theo. Schoenfeld, Angus Bain.

**National Paper Products Co.**—L. J. Arms, Ralph Elster, Alfred B. Lowenstein.

**Fibreboard Products Inc.**—E. J. Farina, W. H. Thomas.

**Headquarters**—Frank C. Stratford, D. C. McMillin, Louis A. Colton, Rollin C. Ayres, Mason Olmsted, J. C. McCrary, Fred Morgan, Lee Larimer.

### Increase in Finnish Shipments of Pulp and Paper

In contrast to Norway and Sweden, Finland's exports of paper and pulp during the first 10 months of the current year were above those of the corresponding period in 1926. The heaviest increase occurred in shipments of mechanical groundwood, which rose from 59,194 metric tons to 81,863 tons. Exports of chemical pulp, amounting to 289,865 tons, and of paper amounting to 29,191 tons, were 10 per cent and 7 per cent respectively above last year's shipments.

### Business Looks Better

Mr. C. E. Daugherty, secretary of the box makers' organization, reports that Seattle box makers anticipate a successful year.



Picture Taken in Front of Zellerbach Headquarters in San Francisco. The Conference Was Held December 12 to 14, 1927.

### Holman Fosters Progressive Ideas

Notwithstanding reports on all sides that the volume in boxes last year was not so good, Rufus C. Holman, head of the Portland Paper Box Co., Portland, states that his business for 1927 showed an increase of 10 per cent over that of 1926.

"The biggest factor in the growth of our business is our consistent effort to take care of our customers promptly, and to see that none is disappointed. Another thing that has made for our success is the adoption in our plant of many worth while ideas furnished us by our employees. I have a standing offer of \$1 for every idea that we can adopt, and I've paid out a good many dollars during the past year for suggestions from members of our place. If one of the workers evolves three or four good ideas within a short time, the same employe is in line for a promotion.

"The old idea of trading with those who trade with you is still good. Not only do I myself buy from the institutions doing business with us, but virtually all the help does likewise. I keep a classified list of all the concerns buying our productions and we always refer to this list before thinking of looking elsewhere for our needs."

In addition to directing the activities of the Portland Paper Box Co., Mr. Holman is a member of the firm, Davis & Holman, oldest bookbinders in the Northwest; vice-president of the Oregon Bond & Mortgage Co., and vice-president of the Portland Artificial Ice Co.

### Southwestern Colorado Expects Large Pulp Mill

Since two representatives of a large Wisconsin Paper company visited Mancos in southwestern Colorado with a view to erecting a pulp mill in that region the residents are confidently looking forward to the establishment of a new industry in their midst. The representatives spent considerable time making a survey of the available timber and in collecting and shipping samples of pulp wood for the home laboratories and mills. On the outcome of the laboratory findings hinges the erection of the pulp mill. The supply of pulp wood was found to be sufficient, it is said. The representatives stated that as far as the supply is concerned it warrants the building of a large mill and a railroad to it.

The available timber is spruce and quaking aspen extending from Meneffe to the San Miguel Ridge. It

is expected that the waste material from present lumber cuttings can be used for the pulp. The New Mexico Lumber Company, which is now operating in the region called the attention of the Wisconsin firm to this source.

### Delegation Visits Astoria

A delegation representing the industrial department of the Portland Chamber of Commerce visited Astoria, Oregon, on December 28 to make a survey looking toward a possible location at Astoria for a pulp and paper mill of an eastern company.

The delegation was headed by George H. Wisting, manager of the industrial department of the Portland chamber. Other members were George W. McMath, B. P. John and J. M. Ballingall. Mr. Wisting said the committee is in touch with an eastern company seeking a paper mill site in the Pacific Northwest, preferably on tidewater.

The Portland chamber, it is said, has several inquiries from paper interests in the eastern part of the United States asking for information relative to pulp and paper possibilities in Oregon and the Pacific Northwest.

### Portland Envelope Boosting Air Mail

Uncle Sam's late injunction to boost air mail service is receiving an impetus from the Portland Envelope Co., which is giving twenty-five air mail envelopes, packaged in a neat box, to every member who attends the weekly forum lunch of the Portland Chamber of Commerce. The box carries the following suggestion: "Let us refill this box when empty—there is no charge."

The innovation being followed by A. A. McFarland, manager of the envelope company, will be continued indefinitely in the interests of furthering air mail service, he says.

### Move Portland Offices

Portland offices of the Paraffine Companies will be moved from the downtown location to the new quarters at Sixteenth and Raleigh Sts., some time during February. Construction on the new concrete building, which will house both the warehouse and offices, was started last October. The structure is 100x200 feet and represents a cost of \$30,000.

## Forecast and Opinion

January 3, 1928.

Pacific Pulp & Paper Industry,  
71 Columbia St., Seattle, Wash.

Gentlemen:

The New Year always brings forth its crop of forecasts on business for the coming year. Ever since Adam predicted a fall in apple prices we have had inflicted upon us these annual predictions. They always are the same, "We are going to have a good year." Many of them are not worth the white space which they occupy. They are opinions, not forecasts, and the trouble with these "forecasts" is that the men who make them usually get out of their home territory when they make them. Even a big man can make a little statement.

After all, there isn't any particular reason why we should wait until January 1 to make a prediction. We could just as well make it on the seventeenth of August or the fourth of March. However, we all seem to take a new hold on ourselves on January 1, and there's the moral element to it that fools one into believing that he is lifting himself by the bootstraps.

## A Record of Real Progress

But, as long as it is the first of the year and the thing is being done, I beg leave to get a few things off my chest. What I have to say is not being offered to you as a forecast. It is just comment, opinion, and my opinion at that. No one is being asked to share the burden of it, be it good or bad—although those who coincide with my thoughts are many.

Taking a peek back over the twelve months that I've just torn off the calendar, I see on the Pacific Coast one of the most remarkable developments in the pulp and paper manufacturing industry in history. It is difficult to recount all of the propositions that have been unearthed in the past year. Some of them were the purest of promotions, and of these we can be glad that they fell by the wayside at the very outset. The promoter element is always present. Some projects we see hanging fire at the close of the year with the final outcome a bit doubtful. But, sifting out the wheat from all this chaff, we see in 1927 a period of actual expansion of old mills and construction of new mills that represents a great and substantial progress that no one can deny.

## Mushroom Expansion Not Wanted

Now what is ahead for 1928? There were several projects announced near the close of the year that in all probability will materialize during the coming year. There are many current rumors of other projects impending. There seems to be a reasonable certainty that the development will continue on a sound basis with little or no abatement.

No one wants to see the Pacific Coast develop over night, and I can't believe that any sensible person expects it. Mushroom growth will not benefit the industry as a whole, and industrially it can be harmful to the Pacific Coast. There is need for caution in expanding, but a careful distinction should be made between caution and selfishness. In other words, I do not believe that the attitude of discouragement taken by many has borne much fruit. We have experienced a great development without encouragement, and there is without question more development on the way. Isn't it just a case of fighting windmills to try to stop it? When I speak of development, of course, I want it understood

that I mean the sound enterprise—sound in finance, in technical ability, in market and in every respect.

I think that the Pacific Coast has had in the year 1927 a liberal education in pulp and paper. All this foment and turmoil has at least done some good in bringing to the surface for the view of the general public some of the primary truths about the industry. The general public has at least learned in some measure what it takes to build a pulp or paper mill and also has in a large measure gotten over the idea that you can push a lumber waste burner over to one side, substitute a paper mill, pour in waste slabs and sawdust of all description at one end and take out a roll of finished paper at the other end. In other words, the general public on the Coast is becoming "paper mill wise." As a result, every one with a loose dollar isn't rushing headlong to place it in the first pulp mill project that pops up.

## We Are All Small Boys

We can thank the older established mills for their part in educating the public, even if it has been an unconscious part. You know that if you tell a small boy that he musn't peek into that jar on the top shelf, the first thing he will do is to peek into that jar. And, after all, there's a lot of small boy that remains in our makeups. Thus, how can any one who is blessed even to the least degree with reasoning power combine such things as favorable financial reports and mill expansion on the one hand with discouraging talk on the other hand, how can he combine these facts and conclude anything save that some one is telling him that he musn't peek in that jar on the top shelf? Although we are all small boys, we do not like to be reminded of it. It upsets our dignity.

## Era of Co-operation

For my part I am for pitiless publicity on the pure promotions that seek to draw in the money of those who cannot afford to speculate—the widows-and-orphans class—publicity of a kind that will eliminate this type of "development" from the Pacific Coast. The legitimate enterprises are hurt by these schemers. In fact, we reach a stage where people who are not familiar with everything on the Coast are taking everything, not only with a grain of salt, but with a most liberal seasoning.

My forecast for 1928 is that we will come to recognize the policy of "live and let live." I rather think that we are on the eve of a period of co-operation in the pulp and paper industry on the Pacific Coast. The reason I believe that is because (1) we have tried the method of discouragement and found ourselves laughed at (2) we recognize that a pulp and paper development on the Pacific Coast is inevitable, and (3) we are beginning to appreciate the fact that we have it in our own hands to guide this development and keep it sound and that to realize that end we must work together instead of at odds.

Yours very truly,

SITKA.

*Readers of PACIFIC PULP & PAPER INDUSTRY are invited to express their views. The name and address of the writer is requested as evidence of good faith, but will be withheld from publication if requested.*

### Spaulding Plans Paper Machine

Asserting his belief that pulp mills of the Pacific Coast should not be content with the first stage of manufacture only, but should convert their pulp into paper, Mr. Charles K. Spaulding, president of the Spaulding Pulp & Paper Co., Newberg, Oregon, stated late in December that his company would add a paper machine at the earliest feasible date. Mr. Spaulding expressed a hope that the machine would be installed and operating before the expiration of the new year.

"We are now on an operating basis," Mr. Spaulding asserted. "Every new mill has its troubles, and we have not been exempt, but we are making pulp and are shipping it. The present pulp market is very unsatisfactory, and the situation is causing some trying times in the industry.

"However, the present is a situation which can not hold out forever. I am not alone in expressing such an opinion. Some turn for the better is certain to come, because some mills will drop out of the picture if the price is forced lower. The paper mills have the situation in control and can make their own prices on pulp for the present.

"One thing that is doing the cause no good is the continual pessimistic notes sounded by some of the older Coast companies. There has been ample cause for criticism with the many schemes that have been put forward during the year, but when a mill has become an established institution and has demonstrated itself as an actual producing unit the discouragement ought to be discontinued.

"The paper mills, I believe, should assist the pulp mills, but if they are going to 'knock', then the only thing for the pulp mills to do is to put in paper machines for their own protection. We are here to stay and will put in a paper machine just as soon as the market rights itself and the move is practical. The resources are here on the Coast for making pulp and paper and the time is coming, not so far distant, when paper will travel out of this territory to the East Coast in a steady stream. We must look past purely Coast consumption. We raise lots of wheat in Oregon, but we do not expect to consume it all here. Why expect to use up all our paper here on the Coast?"

Mr. Spaulding stated that when the paper machine is installed the mill will manufacture a specialty line of papers.

The Spaulding mill is a 50-ton sulphite pulp plant. It began production in November, 1927.

### Harold Zellerbach Now Vice-President

Harold Zellerbach, formerly general manager of the San Francisco division of the Zellerbach Paper Co., on January 5, 1928, became vice-president and assistant to the president.

Frank C. Stratford, one of the most widely known paper men on the Pacific Coast, succeeded Mr. Zellerbach, becoming manager of the San Francisco division and director of the sales work of the company in northern California.

Mr. Stratford has been general sales promotion manager at the Zellerbach headquarters at San Francisco. He has been with the Zellerbach Paper Co. twenty-five years.

### E. C. Lee Visits Home

E. C. Lee, private secretary to A. E. McMasters, president of the Powell River Company, has left for a visit to his old home in Monticello, Iowa.

### U. S. Production Estimates for 1927

The reports as received by the American Paper and Pulp Association for practically all grades of paper and wood pulp during the year indicate that 1927 was a year of decreased production for both paper and wood pulp. The estimates, based on data received up to the end of the year, show a decline of total U. S. paper production of 3 per cent and of 6.5 per cent for U. S. total wood pulp production.

#### Estimated U. S. Paper Production—1927

	1927	% Change from 1926	1926
Newsprint	1,500,000	-11.0	1,686,000
Book	1,376,000	- 3.0	1,411,000*
Board	3,577,000	- 2.0	3,650,000*
Wrapping	1,520,000	+ 5.0	1,450,000*
Writing	515,000	+ 3.0	500,000*
Tissue	310,000	+ 3.3	300,000*
Hanging	118,000	+ 7.0	110,000*
Cover	26,000	+ 7.0	24,285
Felts and Building	582,000	- 3.0	600,000*
Absorbent	70,000	+ 7.0	65,600
All Other	124,000	+39.0	203,115
Total	9,718,000	- 2.9	10,000,000

\*Approximate—no census made in 1926.

#### Estimated U. S. Wood Pulp Production—1927

	1927	% Change from 1926	1926
Mechanical	1,560,000	-13.0	1,774,000
Soda	482,000	- 3.0	497,000
Sulphate	575,000	+10.0	523,000
Sulphite	1,545,000	- 3.0	1,599,000
Total	4,117,000	- 6.5	4,395,000

### November News Print Statistics

The News Print Service Bureau's monthly Bulletin No. 119 shows that production in Canada during November 1927 amounted to 190,293 tons and shipments to 187,766 tons. Production in the United States was 117,222 tons and shipments 116,612 tons, making a total United States and Canadian news print production of 307,515 tons and shipments of 304,378 tons. During November, 17,829 tons of news print were made in Newfoundland and 1,029 tons in Mexico, so that the total North American production for the month amounted to 326,373 tons.

The Canadian mills produced 186,679 tons more in the first eleven months of 1927 than in 1926, which was an increase of 11 per cent. The United States output was 174,820 tons, or 11 per cent less than for the first eleven months of 1926, that in Newfoundland 16,007 tons, or 9 per cent more, and in Mexico 1,984 tons, or 8 per cent more, making a total North American increase of 28,850 tons, or 1 per cent.

During November the Canadian mills operated at 86.1 per cent of rated capacity and the United States mills at 78.7 per cent. Stocks of news print paper at Canadian mills totalled 38,074 tons at the end of November and at United States mills 28,543 tons, making a combined total of 66,617 tons, which was equivalent to 4.7 days' average production.

### Trager Now at Edmonds

Carl Trager is now operating superintendent at the Occident Pulp & Paper Mills, at Edmonds, Washington. Mr. Trager was formerly with the Hennepin Paper Co., at Little Falls, Minn.

## EDITORIAL

The progressive refinements made in the manufacture of pulp and paper only serve to emphasize the importance of brains in the industry. With modern competition setting such a swift pace, the skilled worker, who can keep the wheels going is certainly worth his hire. It isn't exactly complimentary to the industry to recall that the hire too often isn't worthy of the worker.

**Brains  
Are  
Cheap**

The superintendent or manager with a knack for organization, the technical man who devotes the major portion of his life to keeping apace with developments, the heads of departments who scrutinize the operations of the mill, all these are doing their best to favorably widen the gap between production cost and selling price. That their remuneration should be in proportion to their worth to the organization is only equitable. Fair-mindedness on the part of the employer pays dividends in increased loyalty and effort.

Elsewhere in this issue, Dr. H. K. Benson of the Department of Chemistry, University of Washington, tells some of the things that have been done by the University to get in step with the developing

**Educational—  
Industrial  
Co-Operation**

pulp and paper industry of the Pacific Coast. Symbolizing the chemical engineer as the youth with a test tube in one hand and a heavy pipe wrench in the other has more meaning than can be applied to the chemical engineer alone. In this symbol can be read the desire of the real modern educational institution to stay abreast of industry and produce new blood to carry on the work.

Some institutions of higher learning, it is true, but sad, whose chief claim to fame is the hoary respect of time, have so far departed from the industrial world as to even look upon it with a most deprecating dignity. Such institutions turn out highly polished young men and drop them into the industrial stream without first having taught them to swim. There is injustice in at least two counts in such methods. In the first place, the young man is turned into the business world with no preparation for it and he loses much valuable time in adjusting himself, often finding it necessary to find his own sphere at this late time. In the second instance, the educational institution cheats industry by not supplying something that can be used. Recently, a prominent economist and financier pointed out in a lengthy address how New England's industry was losing ground, due largely to archaic policies of some of the famous colleges in viewing the real life world of business with indifference that approaches contempt.

That the University of Washington is cognizant of the importance of shaping men to carry on the work of an industry that is on the increase in the Pacific Northwest is in itself commendable. But the University has an opportunity to serve another and equally important purpose. The idea is not new that a central Forest Products Laboratory on the Pacific Coast would be of material benefit to the industry in this section. There has been considerable discussion on the point.

The Forest Products Laboratory at Madison, Wis., naturally has been looked upon as a pattern for the Western laboratory, and the advantage of having such

an organization located in the heart of the pulp and paper industry on the Pacific Coast has been stressed frequently. In fact, the laboratory began to take definite form in the spring of 1927, when an appropriation was sought in the Washington state legislature, but, unfortunately, the measure passed into coma from political smothering. However, the idea is far from dead, and there remain in the industry many supporters of a Pacific Coast experimental laboratory, who will work toward the eventual establishment of such an institution.

There has been much sweet talk about the fabulous profits to be had in the manufacture of pulp and paper. Whenever this bonanza element is present the loose small change jingling in the jeans of small investors becomes red hot. The money simply

**Stockholders  
Or  
Sackholders?**

has to come out of the pocket or the holder will be in torment. Barnum once said, "A fool is born every minute." Barnum was right, except that he grossly underestimated. In spite of intensive educational work done by business bureaus and similar organizations to make the road hard for the blue sky salesman, the nation suffers each year a loss from unwise investment that is staggering. The fool cannot be forced to hang on to his money. Sensible advice by men familiar with investments is always available for the investor, but is too seldom taken. Much as we decry the pouring of money into unstable enterprises, we find ourselves too taken up with our own lives to guide every step of our brothers. The pulp and paper industry in its present excitement of development finds much small money coming to the surface, flowing into adventures in the industry in the hope of large rewards. There will, no doubt, be some disappointments, for always in a developing era there are to be found flimsy projects. Money has been made in pulp and paper, but there is nothing golden about the business. If you have money to invest, it will pay you well to look into the enterprise from all angles before you become a stockholder. Otherwise, the chances are good that you will be a sackholder.

### Discuss Kelso Paper Company

Members of the two service clubs and the commercial organization of Kelso during September had as their luncheon guests the promoters of the Kelso Paper Co., which proposes to erect a modern, small plant on the site of the former Kelso Shingle Co., in North Kelso, on the Cowlitz River front. The Kiwanis and Rotary service clubs, and the Kelso Club, which is the civic organization, were visited. The representatives of the paper company were F. A. Karls, of the Crown-Willamette Paper Co., who is to be the superintendent of the Kelso plant; John S. Shute, a director; E. J. Gallagher, attorney, and D. W. Ford, a stockholder, all of Portland, and Earl Knight of Kelso who is secretary-treasurer. At each of the three meetings, Mr. Karls was the speaker. He told at some length of the financing plan, stating that officials were putting in considerable of their own money, and are wanting to raise about \$60,000 outside their own resources through sale of stock. Permits for this sale of stock have been issued by both Washington and Oregon state governments. He said the original production of the first unit would be 11 to 12 tons daily, and would increase to 15 to 18 tons when the machine was broken in.

### Crown Willamette Reforestation

(Continued from page 23)

forestation work is highly pleasing to Mr. Walker. Among the trees planted in 1925, when seedlings were taken from the natural forest, a better than 50 per cent survival has been checked after two summers, when the natural mortality has practically ceased. This is considered exceptionally good, and is expected to be exceeded by the nursery stock with their cultivated root systems which fit them for survival better than the natural seedlings which have been transplanted. The plantings of early 1927 show a 98 per cent survival.

The Crown Willamette company has adopted a program of removing all standing snags from its cut-over lands in the interests of reforestation. This applies to all logged areas as well as those selected for immediate replanting. At considerable expense the company has sent crews of men through all of its cut-over holdings, falling all old snags. The primary reason for this is to reduce the fire hazard from snags struck by lightning, or ignited in other manners and acting as a constant fire danger during their long period of smouldering.

#### Why Snags Are Removed

Natural falling of the snags after the young trees of either natural or artificial reforestation have gotten a growth also results in the killing of a considerable number of the small conifers.

As the replanted forest attains growth, the thickly set trees are expected greatly to reduce the fire danger as the thick stand will shade the ground, retain moisture and kill out undergrowth.

The only natural enemy which has given any trouble in the plantings of small trees is the wood or pack rat. Inspection of the early plantings made by the Crown Willamette company showed that some animal was nipping the terminal buds of the small trees, inflicting serious injury. Mr. Walker called into consultation Ira N. Gabrielson, rodent specialist of the United States biological survey and, after an inspection in the field, Mr. Gabrielson was able to identify the damage as the work of wood or pack rats.

#### Reforested Areas Are Game Refuges

In order to lessen the danger of fire in its timber, and particularly in its reforested areas, the Crown Willamette company has turned them over to the Oregon State Game Commission as state game refuges in which hunting is prohibited. The game commission maintains a patrol of these refuges and the company has had very few fires in such territories.

The Crown Willamette Paper company has initiated its reforestation program and has carried it forward despite the fact that Oregon as yet has no reforestation law which will protect reforested lands from excessive taxation during the period of growth of the timber crop.

The company has gone ahead with its program, however, in the belief that the state will ultimately see the need of such a law as a means of perpetuating its greatest natural resource. At each session of the Oregon legislature for the past several years one or more reforestation bills have been presented. Two of these were passed by the legislature but vetoed by the governor. The state as a whole, however, is gradually awakening to the need of a comprehensive reforestation law and there seems to be little doubt that a satisfactory one ultimately will be enacted.

Its confidence in such action has led the Crown Willamette company to go ahead with its program, regardless of the obstacles which have been met with in securing such a reforestation law.

In the Crown Willamette conifer nursery at West Linn the entire program of culture is designed to develop a fibrous root system which will supply the newly planted tree with moisture through the first one or two dry seasons after it is planted in the forests better than will the natural tap root.

The tree seeds are planted first in the seed beds, 3,000 to 5,000 to the bed. These are sheltered from the direct rays of the sun, as is the ground in the forest, and are carefully watered. The little conifers attain a height of from four to six inches in the first year, when they are transplanted and reset in rows six inches apart and three inches apart in the rows to develop their fibrous roots. The trees remain in these beds another year until they are two years old and from eighteen to twenty inches high. An effort is made to plant them before the third year, as by that time they are of too large size to handle efficiently.

The company's nursery is in direct charge of H. Grossman.

The reforestation program calls for thinning of the plantings when the trees are from fifteen to twenty years of age. From an original planting of 450 trees, there should then be about 400 to the acre. These will be thinned to 180 trees, which is considered the stand giving the best return in mature trees.

The trees thinned out will be used for poles or pulpwood as may prove most profitable.

### St. Helens Honors McCormick

That citizens of St. Helens, Oregon, are appreciative of the efforts of Hamlin F. McCormick in bringing new industries to their city is evidenced by a resolution passed by the chamber of commerce of that city following the announcement that the American Pulp & Paper Co. planned to build a \$3,000,000 kraft mill at St. Helens. Mr. McCormick is president of the American Pulp & Paper Co. The resolution follows:

"Whereas, Through the foresight, energy and industry of Hamlin F. McCormick, the city of St. Helens has been enriched by the location here of several industrial payrolls, viz: the St. Helens Pulp and Paper Company, the St. Helens Wood Products Company, the St. Helens Ship Company and others; and,

"Whereas Mr. McCormick is still earnestly striving to locate other industries in this community; therefore, be it

"Resolved, That the St. Helens Chamber of Commerce extend to Hamlin F. McCormick its thanks and appreciation for his efforts; and be it further

"Resolved, That this resolution be presented to Mr. McCormick and that he be tendered the services of the St. Helens Chamber of Commerce to be used by him in the work of locating prospective industries.

The St. Helens Chamber of Commerce."

### Seattle's Water Borne Commerce Is High

Commerce passing over the docks of Seattle in 1927 set a new high record that topped even the period of hectic trade during the World War. More than 8,500,000 tons of water borne commerce passed through Seattle in 1927. The valuation on this total cargo exceeded \$712,000,000. More than 250 foreign ports in 81 countries are served from Seattle. The port's incomparable location and her excellent steamship service to foreign ports was declared by the Port Warden Raymond F. Farwell to be chiefly responsible for the phenomenal increase in general cargo.

# T-R-A-D-E - T-A-L-K

Devoted to the Paper Trade of the Western States



A Few of the 300 Persons Who Attended the Party Staged by the Progress Club of the Los Angeles Division of Zellerbach

## Zellerbach Employees Have Christmas Party

On Friday evening, December 16, The Progress Club of the Los Angeles Division of the Zellerbach Paper Company gave a Christmas party. The club is an organization composed of employees of the Los Angeles Division, and invitations to the party were limited to employees, heads of the company, and the wives and husbands of employees, there being 300 persons in attendance.

Following a buffet supper, a much enjoyed entertainment was given by the entertainment group of the Richfield Oil Company. This entertainment consisted of tenor solos by Harold Proctor, accompanied on the piano by Will Garroway; an unusually clever sleight of hand act by Rolland A. Hamblen; and a talk by Jack French on "Know Your Oil" in which Mr. French covered a technical subject in such an entertaining and interesting fashion that he held his hearers' attention throughout the discourse.

Another feature of the entertainment was a Christmas tree, presided over by Santa Claus, from which gifts many and varied were distributed to those present. The company then enjoyed dancing until about midnight.

The party is considered one of the most successful events of the club's social activities. The committee arranging for the entertainment were: Clem Reis, Paul Jones, Calara Cutler, and Benny Edgerton.

## Paper Is Business Barometer

The way in which purchases of paper, particularly of the wrapping variety, act as a barometer of the business of a district was shown at last month's meeting of the out-of-town sales force of the Mutual Paper Corp-

oration of Seattle, says Mr. J. W. Thompson, of that company. The small cities in the fruit belt, where business has been fairly good during the past year, afforded a good market for paper, while much smaller sales were recorded in the lumber towns, which had been under a period of depression. Reports from Juneau, Alaska, where the Mutual has maintained a representative for several years, showed comparatively small sales.

This company's salesmen now operate entirely by automobile, which makes visits more frequent through a given territory. Although keen competition is forcing these more frequent calls, the effect is smaller and more frequent orders, which are aggravating the small-order situation of which most paper jobbers are now complaining, Mr. Thompson states.

The Mutual Paper Corporation reports holiday trade as much better than usual, with many last minute orders of considerable size.

## Hints Siberian Pulp Development

B. S. Fujioka, president and manager of the Union Paper Supply Company, Inc., Los Angeles, who together with his family returned some little time ago from an extensive tour of the Orient, the party visiting Japan, Korea, and Manchuria, in talking of the paper situation in Japan says the Japanese hope to secure a concession from the Russian government whereby forests in Siberia can be secured for the manufacture of paper and fibre.

Mr. Fujioka states that if it is possible to secure such a concession, there will be a rapid development of the paper industry in Japan, and with this raw material Japanese paper manufacturers will be able to supply

the paper needs of Japan, as well as building up an export business.

"Wrapping and ordinary paper," said Mr. Fujioka, "now is imported into Japan from Europe. Most of the news print paper used in Japan is produced by the Fuji and Oji manufacturers. The financial situation in the Orient is tight, owing to the trouble in China. When this trouble is settled—and no one can tell when it will be—financial conditions will improve."

#### Clothes Hanger Cover Makes Hit

The Carter Rice & Carpenter Paper Company of Denver has encountered an amazing demand for their novelty paper covers for the flat wire clothes hangers used by dry cleaners. This novelty introduced just a few weeks ago has proven extremely popular and the company has been turning them out by the thousands. An example of the hit they have made with the trade is a recent telegraphic order received from the manager of a large drycleaning establishment in Galveston, Texas. This gentleman had seen the covers in use in a plant in Albuquerque, N. M., and immediately wired his order for a rush shipment of 10,000, sending his letter head for copy and making no reference as to price.

These covers can be slipped over the hanger and the flap glued together as in any envelope. In addition to preventing any tear which might occur to dresses and the like, from frayed edges on the wire hangers, the covers afford a convenient means of advertising the dry cleaners, thus serving a two-fold purpose.

#### Carter, Rice and Carpenter Salesmen Hold Banquet

The men of the sales force of the Carter Rice and Carpenter Paper Company met for their annual banquet at the Shirely Savoy Hotel in Denver on December 29. Several talks were given along the lines of what might be expected in the trade during the coming year. These banquets have been held annually for fifteen years and have been found most profitable in the exchange of ideas between the many salesmen. Members of the mechanical force of the company will hold their annual get-together at the Oxford Hotel on January 3. It is also announced that no change in personnel of the company is contemplated for the first of the year when such changes are usually expected.

#### Sierra Employees Give Dinner Dance

The employees of the Sierra Paper Company, Los Angeles, enjoyed a dinner and dance on the evening of November 17. The party was held in the company's shipping department, which has been newly floored,

the floor suggesting the dance. The date chosen for the event is the birthday of G. I. Tompkins, head of the business, and the employees had a large cake with candles prepared in honor of Mr. Tompkins, who expressed his appreciation in a short talk.

Two new and most attractive delivery trucks have been added to the Sierra fleet.

#### Inventory Season Is Slack

A general slack season attendant upon the customary taking of inventory at New Year's time by jobbers, is noted by Mr. E. P. Wesson, head of the recently opened Seattle branch of the American Writing Paper Corporation, who has been working through Washington and Oregon territory. Mr. Wesson, however, reports that indications for trade during the first months of 1928 fully equal to those of the average year.

#### Golf Weather at Los Angeles

During the slack business period in Los Angeles preceding the new year, George I. Tompkins of the Sierra Paper Company, T. M. Denison, fine paper sales manager for Blake, Moffitt and Towne, W. C. Taverner, of the Taverner & Fricke, and Joe Coffman, genial secretary of the Los Angeles association, enjoyed golf at the exclusive Bel Air Country Club.

#### Oregon Mills Have New San Francisco Address

The Oregon Pulp & Paper Company has moved its San Francisco office to 2902 Russ Building, the Bay City's newest office building. J. E. Nail is the San Francisco representative of the Oregon company, and A. B. Galloway is sales manager, with offices at the mills at Salem, Oregon. The Oregon Pulp & Paper Company manufactures sulphite bonds, glassine, greaseproof and specialties.

#### Pacific Coast Visitors

Easterners visiting the San Francisco paper tradesmen last month included Jesse Newman, vice-president of the Tulip Cup Corporation, College Point, Long Island, and Henry Obermanns, superintendent, and F. P. Klund, assistant secretary of the Hammermill Paper Co., of Erie, Pa.

#### Tell 'Em—Don't Ask 'Em!

Here is a thought gleaned from Paper-Graphs, issued by the Commercial Paper Corporation, San Francisco jobbers of fine paper: "The best way to answer customer questions is in the form of information given before the questions are put."

## BUIST COMPANY

641 Cotton Exchange Building  
Los Angeles, California

*Pacific Coast Representatives for*

**D. S. WALTON & COMPANY**

132 Franklin Street, New York, N. Y.

200 Davis Street  
San Francisco, California

### Toilet Paper Manufacturers

DAILY CAPACITY FIVE CARLOADS

Factories:—LITITZ, PA. NEW YORK, N.Y. LILLTE FALLS, N.Y.



ROY SWAIN



R. N. LePAGE

### Two Additions to Los Angeles

There have been two recent additions to the organization of the Los Angeles division of the Zellerbach Paper Company.

R. N. LePage, formerly with the San Francisco division, has been transferred to the Los Angeles division, and has taken charge of the newly inaugurated operating and personnel department. He has made a close study in the Northern branch of the company for nearly five years of the work he will carry on in Los Angeles.

Roy Swain, who not only has worked in the jobbing trade on the Coast, but who has had eastern mill connections as well, has become a member of the Los Angeles division's sales force. Mr. Swain's experience covering a period of years has led him to accumulate a wide knowledge of the paper and printing businesses.

### Butler Salesmen Hold Get-to-Gether

The salesmen of the Denver branch of the Butler Paper Company gathered at the company offices on December 26 in a sort of post-Christmas stag party. Smokes, refreshments and short talks held sway during several hours session, the salesmen getting a splendid idea of what is expected of them during the coming year.

### BM&T Issues Handsome Christmas Greeting

Blake, Moffitt & Towne, Pacific Coast paper jobbers, issued a very attractive Christmas mailing piece which was sent to its friends and customers. In decoration and arrangement the greeting was modeled after a hand-illuminated page from a Missal printed at Basle, Switzerland, in 1846. The greeting message was very well chosen. It read:

"Time was, when all the neighbors did gather around the crackling Yule log. Lusty song and hearty greetings rang through the halls—a merry Christmas indeed! We like to feel at this season that you—good neighbor that you are—have joined the group around the hearth.

"And so good cheer and greetings from us all. May this be your merriest Christmas, and may you be rich in Happiness throughout the whole New Year!"

### Unique Envelope Sample Book

Something entirely new in an envelope sample and price book has been introduced by Carter, Rice and Carpenter in Denver. The book, in the style of a paper sample book, contains samples of all the styles and sizes of envelopes turned out by the company, and all the colors. Several pages are devoted to inks with recommendations as to which ink to use with certain paper stock and color. Half tones of various screens are reproduced showing just how the many different inks will blend with each kind of paper. About 1,500 of these sample books have been sent out to the customers of the company.

### Taverner & Fricke Stages Contest

The sales forces of the Los Angeles and Pasadena offices of Taverner and Fricke recently entered into a sales contest on A. P. W. products with a turkey dinner as the stake. By a very close margin the race was won by the Pasadena district's force, and shortly after the first of the year, the entire sales force, including Mr. Taverner and Mr. Fricke partook of turkey at the expense of the Los Angeles sales force. Cash prizes were offered by F. A. Clime, local representative of the A. P. W. Paper Company to the two salesmen making the best showing in the contest, the first prize being won by Leo A. Romer, and the second prize by Ben Oswald. At the dinner all the salesmen of the Taverner and Fricke organization were awarded cash bonuses by the firm for their work during 1927, each salesman receiving the same amount.

### Colorado Stationers' Association Active

The Colorado Stationers' Association, an organization of the leading stationery dealers in Denver and the surrounding territory, has just closed a successful year. Meetings have been held monthly at which topics of prime importance to the dealers have been taken up and threshed out. Through the association the stationery men have been able to put their business on a somewhat higher plane. George Matheson, manager of the stationery department of the Mountain States Telephone Company, and a former retailer, is secretary of the association.

### Galloway Visits Salem

A. B. Galloway, sales manager of the Oregon Pulp and Paper Co., passed through San Francisco early in December enroute to his home at Salem, Ore., from a tour of the East.

# Split Deliveries Hurt Jobbers

Permitting Carload Intercoastal Ocean Shipments to be Consigned to More Than One Coast Port  
Declared to be Detrimental to Pacific Jobbers and Industries

PAPER jobbers and manufacturers on the Pacific Coast are viewing with much interest the outcome of the effort being made to establish intercoastal split deliveries on ocean shipping. Other business and industry on the Pacific Coast are also greatly concerned in the outcome, for results far more reaching than the mere reduction of the rate are seen. Paper jobbers point out that the split delivery gives an edge to the Eastern mills who have only a representative on the Coast. What the intercoastal split delivery is and what it means to the paper industry on the Coast has been told to PACIFIC PULP & PAPER INDUSTRY in a special interview by F. C. Hooper, general agent for the American-Hawaiian Steamship Co., Los Angeles. Mr. Hooper states:

## Handicaps Legitimate Jobbers

"The suspension of Section D, of Tariff Rule 17, of the United States Intercoastal Conference Tariff, which allows split deliveries at car load rates between Pacific Coast terminal ports has put the conference in a very unsettled condition.

"Abolishing of this rule, which allows split deliveries, was first made by the Isthmian Steamship Company and Argonaut lines, subsidiaries of the United States Steel Corporation, who are not members of the conference.

"The conference was forced to allow split deliveries in order to hold their business against the non-conference competitors, much against their good judgment.

"The abolishment of this rule means that it causes a serious handicap to the legitimate jobbers and manufacturers on the Pacific Coast and, no doubt, if allowed to continue in effect, would seriously affect the prosperity and development of present manufacturers and would retard the development of new manufacturing plants.

"From a jobbing standpoint, it can only held the eastern manufacturer, who has not been able to place his papers upon the Coast through a legitimate jobber and who will now be able to send his representative to the Coast and sell a car load between San Diego and Seattle, and obtain the same rate of freight that a legitimate jobber has to pay on a car load to one destination.

## Detrimental to Coast Industry

"The practice is unethical from a transportation standpoint, as it creates a discrimination which is contrary to the United States Shipping Act.

"The retail and department store merchants also have all to lose and nothing to gain under such a transportation regulation. Rule 17 permits the consolidation of merchandise for delivery at one port only and under such section of the rule the retail merchants have reasonable protection. But the broadening of the rule as now amended is one of the most vicious efforts ever made to curtail and stunt the growth of the jobbing and manufacturing interests on the Coast. Taking a broad viewpoint, it would be detrimental to the stores' interest in general, just as it is to the jobbing trade and manufacturing interests.

"For instance, if a manufacturer employs 200 people, having an average of three persons to a family, there would be 600 prospective department store purchasers, whereas, the Eastern manufacturers has, as a rule, only a representative with a small office of two or three persons, or from six to nine prospective department store purchasers. The few dollars that they would be saving in freight charges would be offset by the elimination of prospective customers. We feel that it is just a question of time before retail stores will take this broader viewpoint.

"From the smaller jobbers' interests, perhaps it might look inviting to them, not studying the situation or its results. The smaller jobber pictures that he might be able to pool his shipments with representatives on the Coast and obtain the car load rate, but, as stated by Roger D. Lapham, president of the

American-Hawaiian Steamship Company: 'The suspension of this rule may have an important bearing on the future status of the conference, and we predict that if this suspension is allowed to remain in effect, we will either have a rate war within the next sixty days, which will not benefit anyone, or it will create a faction for the discontinuance of the conference and pave the way for legislation to permit government control, which is the only solution.'

"Formal protest has been entered by the Associated Jobbers of Los Angeles to the United States Shipping Board, concurred in by the Furniture Manufacturers' Association; and all manufacturing interests, as well as individuals along the Coast should join hands and use every effort possible for the elimination of this suspension."

## Los Angeles Chamber Takes Stand

The Transportation Committee of the Los Angeles Chamber of Commerce on December 7, unanimously passed a resolution asking the board of directors of the Chamber to take such action as they saw fit to influence the suspension of the announced practice.

Mr. Lapham, in a statement to the press on November 30, said in effect that the announcement of the "Steel Trust lines" to permit the intercoastal split deliveries forced the Conference line to follow for self protection. Mr. Lapham laid the blame squarely on the shoulders of James A. Farrell, president of the United States Steel Corporation, who, he says, put the rate into effect despite the appeals of shippers and shippers' associations.

Mr. Lapham explains that the steel boats are running principally to carry steel to the Coast. What additional cargo they pick up is incidental and the cost of operating is therefore relatively of no importance. Such action has forced the conference lines, which depend entirely upon the profitable carriage of other people's goods, into extending the split delivery. The paper industry, particularly the Pacific Coast jobbers, see in the continuance of the practice an avenue of danger to themselves.

## Stocks Union Watermarked Papers

The Commercial Paper Corporation, San Francisco, prides itself on being the only paper jobbing house west of Chicago—to their knowledge—that carries a line of papers in stock for immediate service which are watermarked with the official Papermaker's Union Seal. This house offers immediate delivery to that class of customers who print for trade unions and affiliated organizations who insist on the stamp of organized labor on their work.

## J. Y. Baruh Returns From Abroad

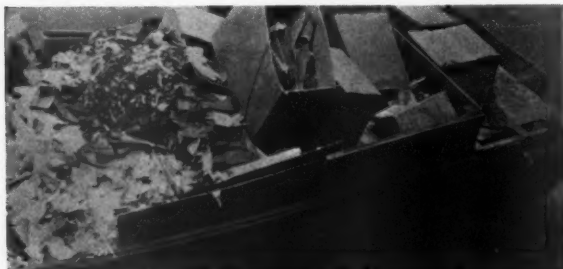
J. Y. Baruh, manager of the Los Angeles division of the Zellerbach Paper Company, and Mrs. Baruh, returned from an extensive trip abroad in time to begin the new year in Los Angeles. While in Venice in October, Mr. and Mrs. Baruh celebrated the twentieth anniversary of their marriage, a number of friends being present to add pleasure to the occasion. Among other places of interest visited by Mr. and Mrs. Baruh was the Holy Land.

*Set-up  
Folding  
Corrugated  
Solid Fibre*

## BOARDS and BOXES

A department for interests allied  
with the pulp and paper industry

*Board  
Mills and  
Paper  
Converters*



*It's Mostly Paper*

### All Grist for the Mills

The above caption is only one of many which might head this little yarn. Another which might be chosen is "A Story Told by Your Waste Basket." There is food for a lot of thought in the illustration above. It is an aerial view of one of Seattle's fleet of big trucks that gather up the rubbish of the city. The load is a typical one. A very substantial percentage of the load, if not the bulk of it, is waste paper in some form or other. This paper is bound for the dump and is not included in the tonnage that goes back to the paper and board mills to be worked over. Here is but one truck, in one city, with one day's pickup. It doesn't require a great stretch of imagination to see why the United States leads the world in the consumption of paper. And that consumption is on the increase. Paper containers and wrappers in the truck have replaced wood, cloth, metal and other material, and paper isn't through with its replacement.

### Fibreboard Has Christmas Party

The Fibreboard Club, an organization made up of the employes of the Fibreboard Products, Inc., Los Angeles, gave their third annual Christmas entertainment and dance Wednesday evening, December 21, in the Odd Fellows Temple, Washington and Oak Streets, Los Angeles. A merry crowd composed of club members and their husbands, wives, children and guests, and numbering some 400 persons, enjoyed the festivities.

Upon entering the hall, a beautifully trimmed Christmas tree met the eye, and after a grand march led by Santa Claus and the children, Santa Claus distributed the gifts that had been hung on the tree. Dr. F. E. Hull was master of ceremonies for the evening.

Among the splendid entertainment features, which were arranged by U. G. Farmer, W. Evans, and Dr. F. E. Hull, who composed the entertainment committee, was a program of dances, including an acrobatic dance, Portuguese Sado, Nautch Dance and Argentine Tango, staged by the Madame de Silva School of Dancing, Hollywood, Madame de Silva being the instructor of the daughter of W. Evans, salesman for the Fibreboard Products, Inc. J. Winter, also favored with a Scotch dance. Song numbers were rendered by Max Morgan and E. J. Dill. A good orchestra furnished music for

dancing. Delicious refreshments were served under the direction of M. G. Brown, brother of Bruce F. Brown, general manager of the Southern Division of the Fibreboard firm.

The Fibreboard Club is a mutual aid society, Wilson Martin being president, and Fred C. Michaelis, vice president. In addition to the annual Christmas party, the club puts on a picnic during the summer months.

### Candy Box Stocks Are Low

The trade in candy boxes during the opening months of 1928 should be good, owing to the fact that the supply of boxes in the hands of candy-makers was virtually wiped out by the holiday trade, says Mr. Will Culwell, secretary-manager of the Keystone Box Company of Seattle. With a normal demand for candy during the months a fresh stock of boxes will be required in considerable quantities.

Close buying of boxes by the candy-makers was one of the most significant developments of the year, says Mr. Culwell. Candy-makers no longer buy great quantities of boxes in preparation for a problematical market. While this has no effect upon the total demand, an order for boxes placed with a box maker by a candy manufacturer moves at a noticeably slower rate, with smaller individual orders.

The growth of the consignment system of handling boxed candies is the chief factor behind the buying of boxes only as they are immediately required, says Mr. Frank Wright of the Standard Paper Box Company of Seattle. A growing tendency is seen for candy makers to place their wares with establishments which are privileged to return their unsold consignments. Hence, no more boxes are prepared for the market than are reasonably certain of disposal.

In general, Seattle box makers report that this year's inventory shows stocks on hand to be practically the same in character and amount as those of preceding years.

### New Tag Factory Producing

Mr. B. H. Gilman, secretary of the recently founded Northwest Tag and Label Company of Seattle, reports that local orders have been even more encouraging than was anticipated, with a full co-operation of local interests and business organizations. Contrary to a misunderstanding prevailing in some quarters, this company is not a branch of any other concern, but is an independent organization financed by Seattle capital. It is the first establishment of its kind in the state of Washington to handle all processes in the manufacture of tags, from the cutting of the raw board to the delivery of the finished article.

For the past month the plant has been operating with its minor equipment on a daily production basis of 50,000 tags. With the installation of an automatic tag machine and board slitter some time this month the plant is expected to attain its maximum daily output of

400,000 tags, while the operating force will be increased from six to twelve men.

The orders taken up to date have been chiefly from Seattle, particularly in the mercantile and dairy fields, and have almost, without exception, been those formerly filled by eastern houses. The speed with which a local order can be filled and delivered is the reason assigned for this development of this trade. During this month the sales organization, under the leadership of Mr. J. P. Doherty, formerly with the Boyer Tag Company of Portland, expects to begin work upon the Northwest territory outside Seattle. The printers' trade is not solicited, as the company furnishes the printed product directly to the buyer.

### Predicts No Change

No immediate hope for betterment of the label situation during 1928 is forecasted by C. E. Ridgway, of the Ridgway Lithographing Co., of Seattle. "Last year's fruit crop was disappointing, and government restriction has cut the salmon pack down to half its former extent," said Mr. Ridgway. "Packers in both fields are left with considerable stocks of labels on hand, and this will affect this year's demand. In view of this situation the lithographer ought to develop as many new fields for his product as are possible.

"Outstanding accounts are larger and collections more difficult than ever before. A greater caution in extension of credit by the carton maker, with a consequent elimination of the more unsound companies utilizing cartons is seen as a probable development during the coming year."

In spite of the depression of the label trade during this season, the Ridgway Company has operated two machines throughout the past month, using about 100 tons of board. Over 90 per cent of this company's products go to Los Angeles and California.

### Deline Company Recovers From Fire

The Deline Manufacturing Company of Denver is now operating at 100 per cent after an unprecedented recovery following the disastrous fire on November 14 which completely destroyed the cutting room and paper stock room and put the entire plant out of commission for a time. Through the efforts of an army of carpenters, painters and installation men the building was completely repaired within three weeks and the full working force back on the job. During this hasty repair work, almost as soon as a machine was made ready for use Deline employees were back on the job getting out the heavy Christmas orders which had been held up. With the full force back and working overtime and Sundays the firm was able to take care of all its Christmas trade. Mr. Irving A. Deline, president of the company, places the credit for this remarkable showing to the paper companies which so promptly aided him and to his employees.

### Seattle Box Makers at Party

Members of the Seattle Association of Paper Box Makers were the guests of the Ben Franklin Society of Seattle, local printers' organization, at their annual Christmas party held December 23, in a banquet room of the L. C. Smith building. This is the occasion upon which the Ben Franklin Society acts as host to forty youngsters whose Christmas season would otherwise be barren. No definite group of children is taken care of—the members of the society entertain deserving children who have come to their notice during the past year.

### Standard Box Enlarges Building

The Standard Paper Box Company, Los Angeles, has added a handsome new brick addition to their plant. The addition measures 50 by 132 feet, and will add a third more floor space to the plant, Chas. Ruble, president of the company, states.

"The new building will furnish us with a warehouse for the plant's present needs, and provide us with ample office space," said Mr. Ruble. "In September, 1922, we had our original building at this address built, and in July, 1923, the building's size was doubled; and we now are increasing its size to three times the size of the building that was first constructed."

### Longview Board Factory Busy

C. F. Schaub, president of the Pacific Straw Paper and Board company, of Longview, sees an encouraging outlook for the new year. Mr. Schaub's plant manufactures chip board, and has a daily capacity of 30 tons. The plant never missed a working day during all of 1927, operating three shifts a day, and employing in all 52 men. In fact, business was so good that neither of the holidays of December 26 or January 2 were taken. He anticipates as good or a better year during 1928.

### New Box Company Doing Well

The D. J. Wilson Box company, at Longview, which started operations six months ago, manufacturing egg crate fillers, finds business brisk. Mr. Wilson, head of the company, has a plant considerably larger than the Longview one at Spokane. For his Longview operation, he buys chip board in rolls from the Pacific Straw Paper and Board company, also of Longview. Wilson at present is operating one machine, in his plant in the Copeland Industrial Court, in the central manufacturing district of Longview.

### Frampton-Guedner Company Taken Over By Continental

The Continental Paper Products Company of Denver has purchased from the receiver of the Frampton-Guedner Company of that city all the assets of the latter company and are operating the whole as a department of the former concern. This acquisition gives the Continental Paper Products Company a complete line of folding boxes, printed and lithographed cartons and labels with all the necessary operations being done under the one management.

### Stettler Box Company Robbed

Safe crackers entered the F. C. Stettler & Co. paper box factory at Portland on December 6 and took cash amounting to about \$100. They left behind them quite a mess, two bloody envelopes and a broken hammer, the latter two seeming to indicate that the thieves were thumb crackers as well as safe crackers. The envelopes had bloody fingerprints on them which have given the police some clues to work on.

### Fibreboard Consolidates Plants

The Fibreboard Products, Inc., have consolidated their Southgate and Vernon Avenue plants, near Los Angeles, and all carton and corrugated boxes now are handled at the Southgate plant. Considerable rearrangement of equipment has been in progress.

# B. C. Knows Barker's Paper Boxes

"We Never Tried to Compete with the Outside Except in Quality of Product"

**B**EFORE the war when British Columbia manufacturers wanted to place their orders for paper boxes they had to consult the price lists and contract forms of factories two or three thousand miles away. Sure enough, there was one paper box company



R. E. BARKER

doing business in the province but only in a comparatively small way and its output was negligible when compared with the business that was going to the Eastern factories.

The situation did not seem to be logical in the opinion of R. E. Barker, a young man who was then representing several eastern and British paper concerns in Vancouver. He was a good salesman, had no difficulty in landing orders and his future in that field seemed assured. But R. E. Barker was not satisfied with being a mere salesman for someone else's product all his life and he hated the idea of so many good

British Columbia dollars going across the Rockies for goods that could be produced just as well within the province. He began looking into the possibilities of establishing a paper box factory of his own and was soon convinced of its feasibility.

So thoroughly "sold" was he himself on the project that it was not difficult to persuade G. D. Moir and T. D. Tattersall, fellow townsmen, that a paper box factory was a good investment. The three men got together and the formation of the National Paper Box Company, Vancouver, was the result.

## A Modest Beginning

That was back in 1913. The concern had a modest beginning, employing a staff of thirty persons. Today it employs 130 persons and occupies quarters many times the size of the original ones. It is selling goods in the very territory that previously used to profit from British Columbia's helplessness in respect to manufacturing paper boxes. A dozen or more paper box concerns have blossomed forth in British Columbia since then, but the National Paper Box Company, which by the way, is a self-contained unit without outside affiliations, does by far the biggest trade in the province, it is said.

"We never tried to compete with the outsider except in quality of product," said Mr. Barker. "We might have argued that it was the loyal thing to do—to buy paper boxes produced in the West. But we soft-pedalled that selling argument and told our prospective buyers, 'If you don't think we're producing the goods, don't buy from us.' But we noticed that our

sales went right up from the beginning. We were determined to turn out a good article and I guess we succeeded."

There are five producing departments of the National Paper Box Company. In one department machines are turning out candy and holiday boxes. In another department plain work and set-up boxes are manufactured. In a third, advertising displays and cutouts are produced. Then there is the printing department equipped for handling two-color and process work and finally the folding box department manufacturing containers for cakes, millinery, and so on, satin gloss surfacing, paraffine wax boxes for lard, sausage and butter cartons, egg packages and ice cream pails. The demand for egg containers has been one of the most striking developments of the company's experience during the past year.

## Public Wants Packaged Goods

"The public's insistence for package goods is being met by hundreds of manufacturers everywhere who until recently were putting out bulk products exclusively," Mr. Barker declares. "Sanitation and protection are forcing the hand of the manufacturer who was not as quick as his competitor to seize upon the advertising value of the printed paper container. There are factors that the public regards as of growing importance and that is why I believe the paper box field is unlimited in its possibilities."

Considerable new equipment has been installed at the Third Avenue factory during the last couple of years and an extremely wide variety of output is made possible. Mr. Barker says that the company will go on buying new equipment, but mostly additional and similar to machines already installed. No new departures in forms of manufacturing, no drastic new lines or changes are contemplated.

## Paraffine Department Busy

The paraffine box equipment was installed only recently and today it is about the busiest in the plant. The company has also started operating two machines, with a capacity of 300,000 boxes daily. Recent installations also include two automatic presses which turn out 2,500 articles an hour, one machine for turning out egg cartons and a cutter and creaser.

H. Gerdung, who has been with the company for eight years, is superintendent of all folding departments. C. M. Scott is in charge of the set-up box department; H. Jameson supervises the printing department and W. Lindsay, the paraffine wax carton factory.

## Bobrick Changes Field

Arthur L. Bobrick, former president of the Sanitary Products Co., of New York, a subsidiary of the Zellerbach Corporation, resigned recently and moved to Los Angeles, where he opened an office in the I. N. Van Nuys Building. In the south Mr. Bobrick has organized the Bobrick Chemical Co. and also deals in stocks and bonds.

M. A. Seelig has succeeded Mr. Bobrick as president of the New York company.

# Western Dollars for Eastern Boxes

Pacific Coast Paper Box Makers Discuss Means of Keeping the Business on This Side of the Mountains

THE stream of dollars slipping through the fingers of the paper box makers of the Pacific Coast into the hands of the paper box makers in the East has long been a matter of some concern to him who makes his home in the West. Many who are unfamiliar with the problems confronting the paper box manufacturer on the Pacific Coast apparently have gained the impression that the Coast is a land flowing with milk and honey. At least such a statement appears warranted after taking a cross-section of opinion offered by the Coast box makers. There has been a mistaken idea that almost any one can start in the business on the Coast and find himself automatically projected upon Easy Street.

The facts in the case, however, again taken from this cross-section of opinion, are that as much, and probably much more, effort is required to establish a successful paper box business along the rim of the Pacific. The reason for this is that the Pacific box makers not only have all of the ordinary competition that falls to the lot of the paper box makers in the East, but they have the competition of the Eastern box makers as well. There seems to be little doubt that the West is well taken care of now by paper box factories, operated by men of foresight who are conversant with the needs of the territory.

## Coast Used As Dumping Ground

Left to themselves to till their own field, the Pacific Coast men would probably have little complaint to offer. But the opinion of the majority of Coast box makers interviewed was that the Pacific slope is being used as a dumping ground for excess production in the East.

The range of thought in suggesting a way of overcoming the dumping of Eastern goods runs in many directions. The set-up box makers are not so greatly concerned because freight rates mount to unprofitable heights, due to the bulk of the set-up box. In the folding box field, however, the problem is serious. Shipping this class of product flat enables the Eastern manufacturer to get his wares into the Pacific territory. This situation is aggravated by the fact that the larger territory open naturally to the Eastern man enables him to make longer runs on standard types of boxes and consequently reduce his costs. His excess on these long runs can be dumped into the Pacific Coast territory to avoid disturbing the home market.

"The only way to meet this Eastern competition is to crack the price," remarks one sales manager. "The dumping is nothing new, either to the paper box industry or to industry in general. You have to beat the other fellow at his own game. You must be able to offer the customer the same thing at a better price or with better service or better goods. In no other way can you combat this competition."

Others say that the "buy-at-home" attitude would help the situation, and urge the chambers of commerce of the different large cities to help put this idea across to the merchants and other users of boxes, who in some cases buy their boxes in the East.

Still others of the box makers venture the suggestion that the box makers could profit by operating their own board mills. This idea, however, apparently has a small minority of backers and many express the opinion that they have no complaint to offer on the prices charged for board.

At least one box maker stamped the board mill idea as a dream. He said: "The idea is altogether visionary. There are now more board mills on the Pacific Coast than can be successfully operated. I do not believe that the box makers who foster this idea are conversant with the griefs that go along with the operation of a board mill. A glance at the distribution of population shows us that the East, within the compass of a thousand miles, holds two-thirds of the country's population, while the West, with one-third of the entire area of the country, holds no more than 20 per cent of the population. At the present time we cannot hope to do business on the same scale as the eastern manufacturer. There must be an adjustment of population centers before this can come to pass. The fact that the freight charges to the East are higher than those from the East to the West also is in favor of the eastern manufacturer, who can flood this market with his goods. People are going to buy goods where they can secure the cheapest price. Local organizations sometimes attempt to stop the buying of outside goods, but they never have succeeded in these efforts. I do not think that state interference, in the shape of anti-dumping laws, could accomplish anything, as the state has no right to restrain the interstate commercial activity of any corporation."

## Cut Their Prices in West

One California box maker said there was little doubt about the Eastern factories dumping their stuff in the West. In his opinion "the Eastern factories buy their material in quantities that permit them to market their boxes in the West at prices that are lower than the Western paper box factories actually pay for their board.

"Taking the butter carton as a specific example," this man said, "some of these cartons are sold here in the West at a cost that is less than the price which is charged in the territory ten miles from the Eastern factory."

"My answer to this Eastern competition is more effective sales methods. We might as well recognize the situation and try to meet it. You do that by being enterprising and showing some initiative, offering your customer something that the other fellow hasn't got. Future growth of the Coast in general, with larger population, will increase the market and permit the Pacific Coast box makers to make longer runs and meet the situation in better fashion."

The set-up box makers are less concerned with the East. They point out that the bulk of the rigid boxes makes a thousand pounds of boxes take up enough space to require the minimum carload rate of ten thousand pounds.

Speaking for the candy trade, one set-up manufacturer said: "The candy people like something different.

The Eastern box makers—with their larger territory—are able to devote more attention to design, and this sometimes sells an Eastern box in the Western field. The Western manufacturers of set-up boxes now are extending their fields as far as the market permits, and are devoting more attention to detail and design. The desire for variety furnishes them many openings."

The statement quoted above, that people are going to buy goods where they can secure the lowest price would not seem to be borne out by the experience of certain box makers, who are making intensive sales efforts. An interesting instance in this regard was related by the president of one Southern paper box factory. This man said that a certain big department store had been buying boxes of his firm over a period of time. Some little time ago, the buyer of this store was approached by a representative of an Eastern box manufacturer, who quoted the buyer a price 40 per cent under the price they were paying the Western firm for this product. As soon as this was called to the westerner's attention, he visited the buyer, and called to his attention the time it would take to get the boxes from the East, and asked him from what source they would secure "fillings." In fact, he went deeply into the service that the Western manufacturer gives the Western buyer, with the result that he held this work at a price between 12 and 14 per cent higher than the Eastern price.

#### What Can Be Done About It

"There is no doubt that while we have an excellent equipment to handle the various kinds of box work, the eastern manufacturer has certain advantages," this same box maker explained. "Possibly through education, association contacts, and better salesmanship, considerable remedy for the situation may be brought about. The Eastern box manufacturer in certain cases follows practices in the West that he would not think of employing in the East. Possibly, he may be led to see the problems that the Western box maker has to contend with, and a better condition be brought about. At present, I am convinced that the West is being used as a dumping ground for the Eastern manufacturer."

Some voice the opinion that with the greater demand for boxes in this territory as time goes on, the Western box manufacturer will be able to meet Eastern competition. They look upon this competition as an urge to the Western box maker to keep up on his toes, and in as far as consistent with his business' welfare to make every effort to meet the Eastern competition, if not by price, then through close contact with the buyers and through the advantage of being able to render quicker and better service.

#### Raisin & Zaruba Move

The week between Christmas and New Years was "moving week" for Raisin & Zaruba, pioneer San Francisco manufacturers of paper boxes, as they moved at that time from 986 Howard Street to a fine new building at 348 First Street.

Raisin & Zaruba had been eighteen years at 986 Howard and had literally outgrown their old quarters. The firm has been in business in San Francisco twenty-three years and specializes in the manufacture of candy boxes.

In the new quarters, the plant and offices occupy two floors with 45,000 square feet of floor space. No new machinery was purchased at the time of the removal, but machinery will be added from time to time as it is needed.

#### May Hold Inter-City Meeting

It is possible that an inter-city meeting of Los Angeles and San Francisco members of the Pacific Coast Paper Box Manufacturers' Association will be held in February to discuss plans for the 1928 annual convention of the organization to be held at Del Monte in June. Hugh Peat, San Francisco, coast secretary, said that the inter-city meeting would be held at Del Monte, Atascadero or Santa Barbara, the object being to meet at some point not far from either Los Angeles or San Francisco.

Last February, a similar meeting was held at Del Monte. This year Atascadero was suggested because it is exactly half way between the two large California cities.

#### New Fields In Lithographing

Lithographing companies can turn their attention profitably to the development of new advertising fields during the present slack season in the label business, says Mr. C. E. Ridgway of the Ridgway Lithograph Company of Seattle. In the past three months this company has been experimenting with various types of lithographed advertising of a display nature: street car placards, counter displays, and posters, most of them advertising Seattle products. Several patents upon processes involved have already been taken out by the company.

#### Rutherford Makes Holiday Trip

C. C. Rutherford, sales manager of the Southern division of Fibreboard Products, Inc., Los Angeles, recently made a holiday and business visit to San Francisco.

#### Urges Improved Apple Marketing

Apple growers of the Northwest should spend more of their time and money to reach the actual consumer rather than to spend such large sums in selling car-load lots to dealers, according to Dr. Edwin F. Drummeier, professor of economics at Washington State College. He compares the Pacific Northwestern apple growers with the citrus growers of California and Florida and points out that the latter spend much more money in advertising, improvement of window displays and other devices for making the consumer buy their products.

In this connection it is interesting to recall the pioneering efforts made by some of the apple growers during 1927 to pack apples in paper cartons containing from a half dozen to sixteen apples, thus providing the dealer with a handy package carrying distinctive advertising on which he can build up a definite sales demand in his trade. These attempts at making the Northwest apple a definite unit were not tried on a large enough scale to make a proper test of this sales method. Northwest box makers, however, are looking forward to selling the idea further when the 1928 crop is due.

#### Sulphite Superintendents Transferred

Mr. S. A. Salmonson, sulphite superintendent at the Camas division of the Crown Willamette Paper Company, has been transferred to the West Linn, Oregon, plant in a similar capacity and Mr. J. P. V. Fagan, lately superintendent of West Linn sulphite department, is now in charge of the sulphite mill at Camas, Washington.

## ALLIS-CHALMERS MANUFACTURING COMPANY

ELECTRICAL MACHINERY HYDRAULIC TURBINES  
 STEAM TURBINES STEAM ENGINES CONDENSERS  
 OIL ENGINES GAS ENGINES  
 MINING AND METALLURGICAL MACHINERY  
 STEAM AND ELECTRIC HOISTS  
 CRUSHING AND CEMENT MAKING MACHINERY



PUMPING ENGINES CENTRIFUGAL PUMPS  
 FLOUR MILL MACHINERY SAW MILL MACHINERY  
 POWER TRANSMISSION MACHINERY  
 AIR COMPRESSORS AIR BRAKES  
 HEAVY FORGINGS  
 FARM TRACTORS SPECIAL ROAD TRACTORS

GENERAL OFFICES  
 MILWAUKEE WIS

DISTRICT OFFICE  
 115 JACKSON STREET  
 SEATTLE, WASH.

CABLE ADDRESS  
 "FOUNDERS"

November 17, 1927.

Mr. Miller Freeman,  
 c/o Pacific Pulp & Paper Industry,  
 71 Columbia St.,  
 Seattle, Washington.

Dear Mr. Freeman:

I have enjoyed very much looking over the last issue of the Pacific Pulp & Paper Industry and it is interesting to compare the present issue with the earlier numbers.

I want to congratulate you on the excellence of your periodical, both from the point of make-up and subject matter. I am also pleased to state that we are getting some real results from the advertising campaign which we have carried on in your paper covering Texrope drives, centrifugal pumps and roller bearing electric motors.

Wishing you every success, we are,

Very truly yours,

District Manager.

RTS-A

## How's Business?

### Seattle

Bank clearings for December took a substantial jump and reached the high total of \$210,982,486 as compared with \$199,994,696 in the previous month, and \$194,785,874 in December of 1926. The December high figure brought the total for the year some thirteen millions of dollars above the 1926 yearly total.

Building permits fell off heavily from the \$3,193,430 figure of November, reaching a total of only \$1,281,220. In December, 1926, the total was \$4,065,095. The total for the year fell more than \$4,000,000 under 1926.

Lumber is reported in better shape with prices up on some grades of logs. One steamship company admits quoting an \$8 rate for carriage of lumber to the Atlantic Coast as compared to the conference figure of \$14. This has caused an upset in lumber and shipping circles with a lower rate of perhaps \$10 or \$12 looked for as an outcome, with an attendant stimulation of orders.

Shipping has had an off year, but volume has been high. The Seattle port handled 8,500,000 tons of water-borne commerce in the year. Irrigation and power development projects in sight for this area holds bright prospects for 1928 and new building construction is expected to hold about even. Forecasts for the new year coming from leading bankers and industrialists are all brightly optimistic and a healthy prosperity is apparent.

### Portland

With deposits totaling more than \$310,000,000 in the 252 banks of the state at the close of last year, the record for volume of deposits in Oregon banks was placed at a new highmark. Resources of the Portland banks for the last month showed an increase of more than \$2,000,000 over the total of December, 1926. Clearings for last month were behind the November figure, however. Local building permits for 1927 showed an increase of more than a half million over 1926. The total for the year was approximately \$30,000,000. The value of permits for December was slightly under November. Portland's deep sea trade in 1927 reached the long desired total of 5,000,000 tons, setting a new record in total ocean-borne shipping at this port. Wheat led all export items, with a total of more than 35,000,000 bushels. Flour exports amounted to 700,000 barrels, and lumber exports totaled 320,000,000 feet. A significant feature of the state's progress for the year was the farm products yield of \$548,520,400.

The employment situation throughout the state is badly hit, more men being out of work now than for many years, according to the state labor commissioner. This condition, which is admitted to be more serious than is realized, is due to slowing down of logging camps and lumber mills, slackening highway construction work and cessation of farm work.

### Vancouver, B. C.

The new year finds British Columbia facing what is expected to be one of the most prosperous periods in her history, with practically all her important industries stabilized and in a position to maintain higher production than ever.

The year has not been without its dark spots as well as its bright ones, so far as British Columbia business

is concerned. But, generally speaking, conditions have been sound. Vancouver building permits totalled \$18,700,000 or about \$6,000,000 less than in 1926, but more than half last year's figures represented home building, while in 1926 a large part of the total was for public works and large buildings. Already the city is assured of one \$5,000,000 building project in the form of a new Canadian National Railway canal.

Nearly 12,000,000 bushels of grain were loaded in Vancouver in December. The grain movement through Vancouver, an important item in British Columbia trade, is likely to break all records this season. Value of lumber and mining production was slightly less for the year due to deflated prices rather than to lessening of production. Fishing also had a somewhat checkered season due to depletion in certain areas. But agriculture had a good year and the record will show an increase amounting to two or three million dollars.

### San Francisco

Bank clearings in San Francisco continued to grow in December, the total for that month being \$991,805,767, against a total of \$935,535,780 for November, 1927, and \$844,241,082 for December, 1926.

December closed a heavy year in San Francisco bank clearings, the totals for 1927 being \$10,117,987,269. In 1926 the total was \$9,998,800,000, and in 1925 it was \$9,023,900,000.

Christmas business was good in some lines in San Francisco—radio, women's wear and music lines reporting increases. Dealers in furniture and men's wear reported disappointment in Christmas business.

Building permits in San Francisco slumped heavily in December, totalling 620 permits for work worth \$2,582,015. In November of 1927 there were 592 permits but the work was valued at \$6,382,171. The building permit total for December, 1926, was 756 in number and \$5,066,659 in value. Building permits for the year were \$47,032,848, against a total of \$57,953,948 for 1926.

Shipping was more than average in December, 591 ships, with a tonnage total of 1,473,621 having departed from port and 578 ships, with a tonnage total of 1,471,777 having arrived. The November, 1927, tonnage totals were 1,417,245 departures and 1,412,272 arrivals.

### Los Angeles

Satisfaction with the year 1927 is expressed in Southern California. With a good background nationally, the Pacific Southwest find its industrial, crop, livestock, mining, building construction, banking and tourist activities unusually sound, and confidently looks forward to the New Year as one of favorable promise. Building permits for the year showed a slight increase. With a total of approximately \$123,100,000 Los Angeles is fourth among the cities of the nation. Stock exchange transactions for the year increased 18 per cent. Bank clearings totaled roughly \$9,330,000 for the year, a gain of 5 per cent. The employment situation was better. Wholesale prices were two points higher in December, 1927, than in the December previous. Farm products prices gained and narrowed the price spread between agricultural and manufactured products. Commerce through the Port of Los Angeles in 1927 was some two million tons more in volume and \$24,000,000 more in value.

### Canadian-Australian Treaty Threatened

Opposition to the Australian treaty, under which Canadian newsprint received preferential treatment, has become so loud in recent weeks that Canadian pulp and paper interests are being urged to bestir themselves lest the treaty is severely modified or abrogated altogether.

Most of the opposition comes from Canadian dairy interests, who object to the reciprocal arrangement of allowing Australian butter into Canada on a low tariff schedule, and from Australian importers who assert that Canada is getting most advantage from the treaty.

British Columbia paper mill operators told PACIFIC PULP & PAPER INDUSTRY that they were not anxious to become involved in a controversy with Canadian dairy interests, although they were somewhat apprehensive over the continual attacks on the treaty.

That the Australian business means something to the paper industry of British Columbia and that the treaty has been largely responsible for it was shown by the recent doubling of the capacity of the Powell River Company's mills—a development which was largely the result of increasing exports to Australia due to the treaty.

In the fiscal year 1924, Canada exported \$156,000 worth of newsprint to Australia, and in 1925, \$51,000 worth. In the six months ending September 20, 1925, Canada exported only \$7500 worth. That was before the treaty went into effect. On October 1, 1925, the treaty became operative. In the succeeding six months Canadian newsprint exports to Australia increased to \$925,000. In the fiscal year 1927, they were \$2,540,000, and in the half year ending September 30 last, \$1,850,000. In other words, since the treaty became effective Canada's newsprint business, in which British Columbia mills largely share, has increased enormously. It is estimated that 50,000 tons will be exported to Australia during the current year.

The pulp and paper trade in Australia and Canada are both satisfied with the treaty. What is feared is that the squabbles between other interests over the tariff on entirely different commodities may upset the whole pact. It is probable that during the next few months the Canadian government will take action with a view to straightening out the existing differences. Loss of the Australian market to the Canadian newsprint industry at this time would be a severe blow and nowhere would its effect be felt to a greater extent than in British Columbia.

### San Francisco Box Makers Meet

The San Francisco members of the Pacific Coast Paper Box Manufacturers Association met at their annual banquet at a downtown cafe on December 20 and, needless to say, the party was a big success. W. H. Thomas, sales manager of Fibreboard Products, Inc., was in the chair but there was no program, except a short talk by Attorney Joseph C. Meyerstein and a number of vocal solos, duets, quintettes and choruses by members. It was primarily a social gathering and business was forgotten for the evening.

### Oliver Reports Record Month

The Oliver Continuous Filter Co. reports that its business with the paper industry in November, 1927, exceeded that of all other months in the company's history. Much of this paper industry business was handled by the Oliver New York office, which has jurisdiction as far west as Wisconsin. Activity is noted

by the Oliver people in the pulp business in Arkansas and Louisiana.

Increasing activity in the pulp and paper business in the Pacific Northwest causes Oliver officials to believe that a great future exists for this industry in this section.

### Have You Seen Bill Jones?

At Salem, Oregon, the men in the mill of the Oregon Pulp & Paper Company have been looking for Bill Jones. Everybody has been asking about him. Bulletin boards throughout the mill ask the question, "Have You Seen Bill Jones?" in Script of great size.

"Who's this bird, Bill Jones?" the machine tender asked the man on the finishing floor.

"Dunno. They're all looking for him."

The hypothetical Bill Jones is only part of a program to stir an increased interest in safety first about the mills. The inscriptions on the boards are changed frequently and interest is kept alive in the subject.

### James A. Brady Planning Coast Trip

James A. Brady, manager of the wrapping paper department of the Carter, Rice & Carpenter Paper Co., Denver, was planning early in the year to make a trip to the Pacific Coast. His plans included visits to the major cities of the Coast and also to many of the mills. The Carter, Rice & Carpenter Co. is one of the leading paper distributors of the Mountain Territory. One of the purposes of Mr. Brady's trip was to seek new sources of supply, the house preferring to distribute Pacific Coast-made paper in those lines which are available.

### Portland Fibreboard in New Offices

The Portland office of Fibreboard Products, Inc., was moved early this year to 210 Henry Bldg. H. A. Campbell, with the Paraffine Companies for several years in this territory, is local representative. I. Lubersky, formerly with National Paper Products Co., is in charge of the sales promotion department of the Portland office of Fibreboard.

### Zellerbach Handling Japanese Line

The Zellerbach Paper Company has become the Pacific Coast representative for the Japanese Paper Company, and a complete stock of this company's products will be carried by the Zellerbach Los Angeles branch, where, on the second floor, a special display room has been fitted up for the display of this line.

### Sievers Now With Sidney Roofing

Fred N. Sievers is now superintendent of the Sidney Roofing & Paper Co., at Victoria, B. C. Mr. Sievers came to Victoria from the Pacific Mills, Ltd., at Ocean Falls, B. C. He was formerly with the West Linn, Oregon, plant of the Crown Willamette Paper Co. The Sidney Roofing & Paper Co. manufactures board and roofing felts and also operates a groundwood mill.

### Convention Notices to Be Sent

Charles Kahn, San Francisco, secretary of the Pacific States Paper Trade Association, has announced that next month, February, his office will start sending out notices in connection with the 1928 convention of the organization. This annual meeting will be held at Del Monte, Calif., in May.

## **Important notice to our subscribers**

Order Your Extra Copies of the Annual  
REVIEW NUMBER

of

PACIFIC PULP & PAPER INDUSTRY

Before February 1

### **Why?**

Because the Pacific Coast has claimed so much attention in the pulp and paper industry of the world as a rapidly developing center of manufacture a definite want has been expressed in the industry for a comprehensive reference work that would give a true picture of Western activity. To meet this want we are publishing as the second regular number in January, the first annual REVIEW NUMBER of PACIFIC PULP and PAPER INDUSTRY. A great deal of effort has been made in compiling this work, the idea being to give the man interested in pulp and paper an accurate picture in all phases of what the Coast has done in the way of pulp and paper development.

You will receive one copy of the REVIEW NUMBER as a part of your regular subscription. A volume of this nature, however, will be highly appreciated by many of your friends and business associates.

By reserving your extra copies of the REVIEW NUMBER at once you can avoid disappointment. Our advance demand is exceeding our expectations and there is every possibility of the supply being exhausted.

Extra copies of the REVIEW NUMBER, \$1 each. You need only furnish the names and addresses with your remittance and we will take care of the mailing.

**PACIFIC PULP & PAPER INDUSTRY**

71 Columbia St., Seattle, Wash.

### **Intercoastal Lumber Rates Slashed**

A veritable bombshell was tossed into Pacific Coast shipping circles in December when the Luckenbach Steamship Co. announced that an \$8 rate was being quoted for carriage of lumber to Atlantic ports. The prevailing shipping conference rate has been \$14 per thousand b.f.m. The move is characterized as a drastic step "which has disturbed shipping circles as no single event has in years." The Luckenbach officials have refused to make any statement with regard to the new rate, other than to confirm its existence.

Whether the cut in rates is simply a gesture aimed at other lines in the conference or whether it is the beginning of a rate war that may end with a lumber rate of from \$10 to \$12 is not known.

Pulp mills of the Pacific Coast are interested in the rate changes as it is known that some of the companies,

at least, have been working on a schedule of rates for water shipment of pulp to the East Coast that are based on the prevailing lumber rate. No announcement of this water rate on pulp has been made, but it is known that the plan would result in a lower rate than is now being quoted. If this pulp rate were to follow down the scale with newly announced lumber rate the Pacific coast manufacturers of pulp would have a material advantage accruing to them. At present the volume of pulp moving from the Pacific Coast to the Atlantic is not great, comparatively, because the problem in the West is not to get tonnage for Eastbound movement, but the development of the pulp and paper industry on the Pacific Coast is causing an increased study of this angle.

### **Graham Salesmen Make Pledge**

The John W. Graham Paper Co.'s annual banquet for salesmen and heads of departments, was held Friday night, December 30, in the east banquet room at the Davenport Hotel, Spokane, Wash. The meeting bubbled with enthusiasm for a bigger and better business for 1928. Sixty-three were present. John W. Graham himself presided.

It was stated that the company used more postage stamps than any other firm in the Inland Empire, using over \$28,000 mailing packages, outside those used on letter mail. Music for the occasion was furnished by the Graham Sextette. As a climax of the evening, A. C. Causton, the leader, made all the salesmen stand up and pledge themselves to "call on every man in every town every time."

### **Grays Harbor Shipping Chips**

The growing importance of mill waste as pulp material is exemplified in Aberdeen and Hoquiam daily by the loads of material leaving the Grays Harbor section for Shelton and other Puget Sound pulp manufacturing centers. A large amount of selected mill waste is being dispatched daily from the Grass Creek district by M. R. Ward and other interests to Rainier Pulp & Paper Co. at Salem, Wash., where the material is converted into wood pulp.

The Eureka Cedar Lumber Co. is shipping daily carload lots of hemlock mill waste to Puget Sound centers for the same purpose. It is pointed out by lumbermen that the material, which can be hauled to Puget Sound at a profit, will eventually be of great benefit to Grays Harbor, when proposed pulp plants are completed.

### **Few Coast Men at Annual A. P. & P. Meet**

Inquiry has failed to reveal many representatives from the pulp and paper industry of the Pacific Coast who will attend the fifty-first annual meeting of the American Paper & Pulp Association which will be held in New York on February 21. At this writing Harold Zellerbach of the Zellerbach Paper Co., San Francisco, and J. L. Murray, manager of the Mutual Paper Co., Seattle, appear to be the only visible prospects.

*In order to make the volume numbers conform to the calendar year PACIFIC PULP and PAPER INDUSTRY begins Volume 2 with this number, the first of the new year. The REVIEW NUMBER, which is the second regular issue published in January, will be Volume 2, No. 2. Volume 1 will consequently have only eleven numbers. This arrangement has been made as it is felt that certain advantages in binding and in reference will be gained by having the volume numbers coincide with the calendar year.*

# *Pulp Paper*



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*New Types  
New Models  
New Machines*

## EQUIPMENT

Manufacturers of, and dealers in, equipment used by pulp and paper mills, board manufacturers, converting plants, paper merchants, or any other branch of the industry may make their announcements in this department.

*New Dealers  
New Branches  
Appointments*

### Shartle Bros. Buy Griley-Unkle Co.

Falling in line with the present tendencies of increased volume and lower overhead, demanded by modern business, the Shartle Brothers Machine Company, Division of the Black-Clawson Company, has purchased the Griley-Unkle Engineering Company, and has merged the Indiana company with its own organization at Middletown, Ohio.

By taking over the Griley-Unkle Company and acquiring all its patents, the Shartle Bros. Machine Company now comes into control of the successful methods of continuous beating. The question of priority of patents and infringements has long been quite aggravated and for the past two years the situation has been fast approaching the point of involved litigation, and, undoubtedly, had it not been detrimental to the interests of the many friends and customers, the situation would have reached the courts before this.

### Merger Consolidates Pioneer Interests

The merger of these two companies brings together the two pioneers of continuous beating. Charles W. Shartle was awarded the basic patents on continuous beating, the first patent merely covering the process of cutting a hole in the side of the beater and making the beater overflow. This patent was followed by several others, enlarging upon the overflow idea, and finally with the purchase of the Brownell-Buehler patents on the perforated backfall, the Shartle beater was devised.

Charles W. Unkle developed his perforated hood, or extractor, at about the same time. His type of machine differed from Shartle's in that stock was taken from the roll through the hood instead of through the backfall. Both companies have been successful and great numbers of both types of extracting devices have been sold.

### Shartle Acquires Several Patents

Besides the patents on the removal of pulp through the beater hood, the Shartle company has now come into the possession of all patents on the Murphy junk remover, the Unkle roll raiser, the Unkle system of continuous coloring and also has the exclusive sale of the Hardinge rod mill, for the paper industry.

The organization of the Griley-Unkle Company has already been amalgamated with the Shartle company, and its files, records, and office equipment have been moved to Middletown. H. J. Andrews, president and general manager of the former company, is now located in the Shartle offices, and will be in charge of sales of rod mills and all Griley-Unkle equipment, and will specialize in layouts of continuous beating plants.

### Sumner Iron Works President Dead

Frederick Waldo Sumner, president of the Sumner Iron Works, Everett, Washington, died at his home in Everett on December 21 at the age of 77. Mr. Sumner came to Everett in 1893 and established the Sumner Iron Works.

### Allis-Chalmers Type "SSU" Units

The type SSU Centrifugal Pumping Units recently brought out by the Allis-Chalmers Manufacturing Company are combined motor and pump units of simple, compact, substantial design, the complete units being not much larger than a motor alone.

Both the pump and motor parts are built and guaranteed by the same manufacturer so there is no divided responsibility. This feature also insures that the pump and motor ends are properly proportioned to work together as an efficient, reliable unit.

The unit is close coupled by fastening the pump impeller to one end of the liberal diameter extended



Type SSU Centrifugal Pumping Unit

motor shaft and the pump casing is bolted to a special integrally cast extension of one of the motor end housings. This makes the simplest possible construction and eliminates a base plate, coupling, and pump bearings and does away with the possibility of misalignment between the pump and motor.

The motor bearings, which are the pump bearings as well, are over-size Timken tapered roller bearings, having ample thrust and radial capacity, and are mounted in dust and grease tight housings. These bearings have practically negligible wear, carry the thrust of the pump impeller and need only infrequent renewal of the lubricant.

The pumps are built in 1¼"x1¼"; 1½"x1½", 2"x2", and 2½"x2½" sizes and can be used with 1, 1½, 2, 3, 5, and 7½ horsepower motors. The capacities handled range from 25 to 200 GPM against heads of from 50 to 100 feet. These units are very efficient and have many applications within their capacity head range.

### Steady Growth in Industrial Field

The application of electric motors to all kinds of industrial needs showed progress in 1927 and has already reached very large dimensions, states President E. M. Herr of the Westinghouse Electric & Manufacturing Co. in reviewing business for the year. As this use is becoming almost universal, progress in this field should continue at a rapid rate.

Motors are, more and more, being designed to meet special conditions. Because of this, more satisfactory motor applications are being made, which so greatly increase the efficiency of the tool or machine to which the motor is applied that large numbers are required

(Turn to page 52)

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### Steady Growth in Industrial Field

(Continued from page 50)

to meet the demand, bringing a volume of business to the motor manufacturer which permits of mass production and often results in a substantial reduction in costs.

Increasing use of electricity for all kinds of industrial heating is indicated. The success of this application of electrical energy insures its steady growth.

From a review of the electrical industry a splendid basic condition is indicated, which not only gives promise of a continuation of prosperity, but also gives promise of a reasonable increase in the volume of this business during 1928.

### Allis-Chalmers to Build New Seattle Branch

The Allis-Chalmers Manufacturing Co., of Milwaukee, Wisconsin, has announced that it will build a new \$100,000 three-story building to house the activities of its Northwest branch at Seattle, Wash. Construction on the new building is expected to begin on March 1, according to Rex T. Stafford, Northwest manager, and the new quarters will be occupied sometime before August 1, 1928. The Seattle branch handles the Allis-Chalmers business in Oregon, Washington, and Alaska. The new building will be erected at First Avenue South and Atlantic Street.

The growing importance of the Pacific Northwest as an industrial center is given by Mr. Stafford as a reason for expanding the Seattle branch.

"The new building will be equipped with a complete line of machinery to manufacture Texrope drives," Mr. Stafford states. "Due to the increasing importance of the pulp and paper industry on the Pacific Coast, and the increasing demand for our Texrope drives, we are equipping this plant so that we can give the quickest possible service for any size drive.

"We will also increase our facilities for serving the pulp and paper industry with the motors, pumps and other equipment which we handle."

### Now Called Covell-Hanchett Co.

The Machinery Company of America will do business under the name of Covell-Hanchett Co., beginning January 1, 1928, according to an announcement by Mr. L. B. Hanchett, secretary of the company. The company has its general offices at Big Rapids, Mich. It handles machine tools, grinding machinery, and saw and knife fitting machinery and tools. The company has a Pacific Coast office at 514 First Ave. So., Seattle.

### Willamette Issues Digester Folder

The Willamette Iron & Steel Works of Portland, Oregon, has just issued a most attractive folder describing its Willamette digesters. The folder is the same size as a filing folder and is fitted with an index tab to permit filing as is. The cover is done in color and illustrates the digester installation recently completed by the Willamette Iron & Steel Works for the Spaulding Pulp & Paper Co., at Newberg, Ore.

### Award Port Townsend Water Line Contract

Contract for laying the pipe for the 25-mile water line which will bring 16 million gallons of water daily to the new kraft mill now building at Port Townsend, Washington, was awarded in December to James Coyne

of Port Townsend. The mill is being erected by the National Paper Products Company. The water line will cost about \$800,000.

The first 12-mile unit of the proposed water system will call for an excavation of approximately 40,000 cubic yards and 60,000 lineal feet of wood and steel pipe from 20 to 30 inches in diameter. There will be a total of 48 gate valves and 91 air valves.

### Allis-Chalmers Gets Pump Award

An award of contract for furnishing what is said to be the largest single order for pumps and motors for Pacific Coast pulp and paper mills has been made to the Allis-Chalmers Mfg. Co. by the Seattle office of the Zellerbach interests, which are building the new kraft mill at Port Townsend, Wash., and the new sulphite mill at Hoquiam, Wash. The order totals about \$69,000 and covers approximately 100 pump and motor units. R. T. Stafford is manager of the Seattle office of Allis-Chalmers Mfg. Co.

### G. E. Creates Motor Division

Announcement of the creation of a motor division of its industrial department has been made by the General Electric Company through E. O. Shreve, manager of the department involved. The new division will have general supervision of all policies, prices, etc., concerning all motors handled by the General Electric Industrial Department.

F. M. Kimball has been appointed advisory manager, and J. E. N. Hume, manager of the division in question, both appointments being effective January 1, 1928.

### Hayton Pumps Announce Coast Representative

The Hayton Pump & Blower Co. of Appleton, Wisconsin, manufacturers of triplex and centrifugal pumps for paper mills, have announced that Woodbury & Wheeler Co., Portland, Oregon, will represent them on the Pacific Coast.

Mr. George A. Frogner of the Woodbury & Wheeler Co., who has had a wide experience in paper mill work, especially among the western mills, has recently spent some time at the plant of the Hayton Pump & Blower Co., at Appleton, Wisconsin, and is well prepared to handle any inquiries on the Hayton line of pumps.

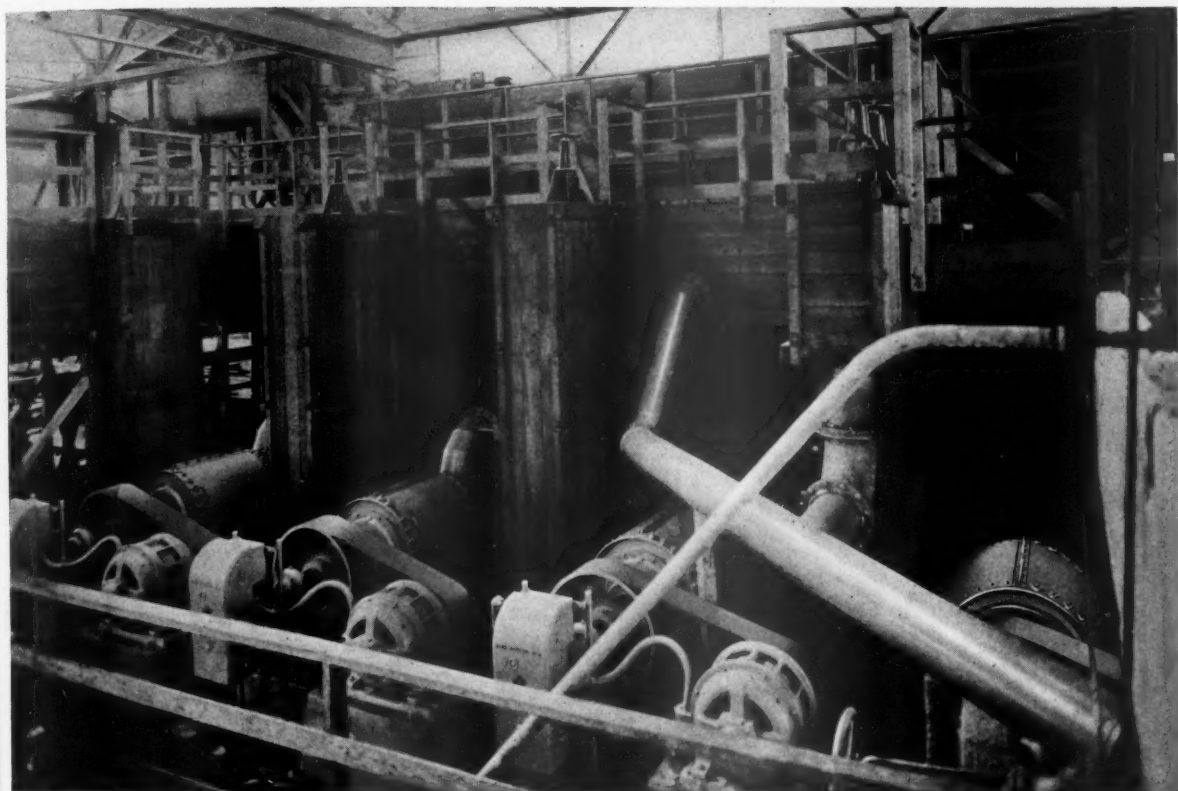
### Sherrei Now With Hawley

The Hawley Pulp & Paper Co., at Oregon City, Ore., has a new assistant superintendent in the person of Mr. Herman Sherrei, who joined the company in December. Mr. Sherrei was formerly associated with the Leadbetter interests, being concerned with operation and remodeling of the three American mills operated by that company in Salem, Ore., Los Angeles, Calif., and Vancouver, Wash. Mr. Sherrei left the Leadbetter mills a short time ago and was briefly associated with the Willapa Pulp & Paper Mills Company, which proposes the erection of a sulphate mill at Raymond, Wash. George Pusey is superintendent at the Hawley plant.

### Tyrell Looking Over the West

J. P. Tyrell of the Northwestern Paper Company of Cloquet, Minnesota, called on the different paper firms in Denver just before the holidays on his early winter trip through the western states.

# Bird Pulp Screens



*Bird Pulp Screens installed in the Longview Fibre Company's new mill.*

Pulp makers have been quick to recognize the fact that the overall screening cost per ton is lowest with Bird Pulp Screens.

That is why the finest new mills in the northwest are standardizing on Bird Pulp Screens.

May we send you a screen room layout and estimate?

**BIRD MACHINE COMPANY** **BIRD** **SOUTH WALPOLE, MASS.**  
**MACHINERY**



What Makes It Go?

### Lumber Waste Operates Grader

To all appearances the tractor-grader in the accompanying illustration has nothing out of the ordinary about it. The sacks on the front part of the machine hold the secret. The motor, which is an ordinary gasoline motor, operates on gas-o-gene, which is produced from common charcoal. The charcoal in turn is obtained by carbonizing sawmill waste of the type that daily passes into the burners in the Pacific Northwest.

The tractor shown in the illustration was recently put through some tests in Sweden by the A-B Motorgas Co. Figuring the cost of charcoal at \$20 per ton it was found that the tractor could be operated for one half cent per horsepower hour. Savings effected in using charcoal over gasoline would enable the Swedish operators to purchase the entire tractor-grader outfit in three years.

Some pioneering effort is being made on the Pacific Coast in converting lumber waste into charcoal, but the use of the charcoal gas for motor propulsion, heating and general domestic and commercial use is virtually untouched.

### Union Bag Begins Work January 1

The stage was all set for the beginning of construction on the \$2,000,000 kraft pulp mill of the Union Bag & Paper Power Corporation at Tacoma, Wash., at the first of the year. Following a visit of President C. R. McMillen to the Pacific Coast, accompanied by engineers, the project has moved ahead rapidly. Mr. McMillen had intimated in a previous interview that the company hoped to have the mill in operation before the end of 1928, possibly in nine or ten months.

The company has been granted a building permit by the city of Tacoma to build a plant "for the manufacture of pulp and paper." This is interpreted generally to mean that the Union Bag interests contemplate the establishment, eventually, of a paper mill in conjunction with the pulp mill. The present unit, however, on which construction began the first of 1928, will be a four-digester kraft pulp mill of 120 tons daily capacity. The pulp will be shipped by water to paper mills of the company on the Atlantic seaboard.

W. W. Griffith, who is to be resident manager of the plant, arrived in Tacoma in December with his family and will make his home in that city. L. R. Wood, resident engineer, is also in Tacoma. Hardy Ferguson, consulting engineer for the Union Bag construction, was in Tacoma early in December, but returned East before the close of the year.

The building permit granted by Tacoma was taken out for the amount of \$800,000. The completed mill

will cost about \$2,000,000, not counting the 150,000-foot hemlock mill which is being built by the St. Paul & Tacoma Lumber Co., adjoining which property the pulp mill will be erected. The site to be occupied by the pulp mill is approximately 2200 feet long and 525 feet wide. The property has a frontage on the Puyallup River on the long axis and on Commencement Bay on the other dimension. The mill will have its own docks and deep sea vessels will be able to load directly at the mill.

Contracts for the building of the mill, and also for pile driving were let in December. The piling contract was awarded to the Hart Construction Company and the general construction contract went to Albertson, Cornell Bros. & Walsh.

The building permit application conforms to the city ordinance recently passed by the city of Tacoma which limits the area within the city wherein pulp and paper mills may be constructed. A statement, attached to the application, made by E. B. Murray, vice-president in charge of operations, asserted that the Tacoma mill would have no obnoxious odors because the latest type of recovery system will be installed.

### May Reorganize Tacoma Pulp Project

Plans were under way late in the year for a reorganization of the Northwestern Pulp & Paper Co., which proposes the erection of a 50-ton sulphite pulp mill at Tacoma, Washington. The company originally announced, early in 1927, its intention to build a mill, and construction was begun during the summer months. A chipping unit was erected and is now making chips, but construction was halted at this point. This construction was carried on on a site which is part of the Buffelin Lumber & Manufacturing Co., at Tacoma, of which Mr. John Buffelin is the president. Mr. Buffelin also held a major interest in the pulp mill project. Latest advices are that Mr. Buffelin has withdrawn the greater portion of his interest. Mr. W. S. Dowd, vice-president and general manager of the Northwestern company, stated late in December that a new site was being sought and that, following a meeting of directors about the first of the year, plans for organization of the company would be considered and construction would probably proceed on a new basis. Mr. Sigurd Norman is retained by the company as an engineer.

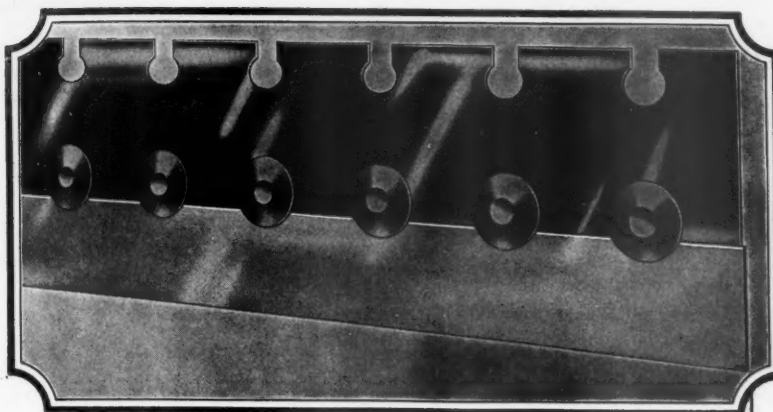
### Hawley Work Goes Ahead

Night and day work continues to be the order of the day in the new addition of the Hawley Pulp and Paper Company at Oregon City, Oregon. In the last few days of the year the forms were taken down from the new building which is to house Hawley's new 234-inch Beloit machine. With the forms taken down, a strong substantial looking building of pleasing architecture is disclosed. January first saw a good beginning made toward installing the steel sash.

Inside the building the Beloit Iron Works are going ahead with installing the machine, the dryer parts being well ahead at the end of the year.

### W. L. Money Resigns

Mr. W. R. Money has resigned as superintendent of the Lebanon Paper mills, of the Crown Willamette Paper Co. Prior to taking up his duties at Lebanon, Mr. Money was chief papermaker with the Hawley Pulp and Paper Co. at Oregon City, coming to Oregon from Ocean Falls, B. C.

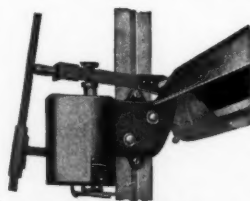


The improved Frossard Flexible Doctor Blade and Blade Holder.  
No grinding—no fitting: the blade conforms to the roll surface.  
Blades easily replaced without removing Doctor from machine.

## Announcing the Improved FROSSARD FLEXIBLE DOCTOR with Hand or Electric Control

It is now practicable to apply a Doctor to Breast Rolls, Wire Rolls, Press Rolls, Dryers, Calenders, Reels and Super Calenders. Clean Rolls mean better surfaces and fewer breaks, with lost time reduced to a minimum. They are possible only with a Doctor that maintains perfect contact throughout its length.

**I**N the new and improved Frossard Doctor maximum flexibility is obtained through the use of a thin steel Blade Holder and detachable Blade. The material used in the Blade is selected, depending upon the service required. With only a very light pressure the Blade edge conforms to the surface of the roll in uniform contact.



ELECTRIC CONTROL

### Torsion Shaft

The Blade Holder is bolted to a Doctor Back that operates on a steel Torsion Shaft journaled to the machine frame at either end of the roll.

Within the Back is fastened a series of bearings by which the Back is supported by the Torsion Shaft. By the bearing or bearings at the center of the Doctor the Back and Torsion Shaft are securely keyed, applying the pressure at the middle of the Back, thus giving a much more uniform pressure than would

be the case if the pressure was applied at either end. The bearings toward and at the ends are a working fit to allow the shaft to twist freely in applying the pressure to the Back through the fixed center bearings.

The Torsion Shaft is operated by a flexible lever. Any degree of tension can be obtained by first moving this lever about the shaft, and securing it in the correct position by means of twin set screws.

### Hand and Electric Control

Two types of control are now available. In the hand-operated type the flexible lever is held in the "on" position by a double shoulder lock casting. The Doctor is released by merely pushing this lever outward, away from the notch, and raising or lowering it as required. In the electric control this lever is operated by a solenoid controlled by a tumbler switch on the frame of the machine. A master switch removes or applies all Doctors simultaneously. Current required is 4 amperes at 110 volts on a ten roll stack.

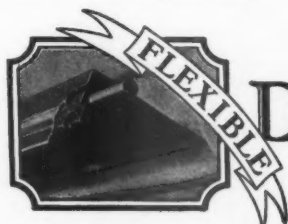


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The Rolls Are Douglas Fir Waste

### Pacific Pulp Products Go East

The accompanying scene at the Longview, Wash., public dock, shows a steamer loading a 250-ton shipment of kraft wood pulp board from the Longview Fibre Company for New York. This was the first water shipment of the company (Dec. 6, 1927). A number of Longview Fibre company water shipments are scheduled to follow. Steamship men look upon the company as a major asset to the Columbia River, according to a recent statement accredited to F. N. Mills, agent for the American-Hawaiian fleet at Portland, which line carried the first Longview Fibre Company shipment. Mr. Mills was quoted as follows:

"The next four or five vessels of the line are to load at Longview and it is expected that from 250 to 500 tons will be in each shipment. It is important that the output of another enterprise has been added to the commercial development of the Willamette and Columbia river district and particularly since it is in the class of manufactured products. Gradually the Pacific Coast is increasing its industries and those that contribute tonnage to water lines promote shipping development."

### Cafeteria at Longview Fibre

Arthur Nelson and Kenneth Bain, of Longview, have been awarded the contract by the Longview Fibre company for operating the cafeteria at the new plant. The cafeteria opened for business early in December. Nelson and Bain also operate two cafeterias at the Long-Bell Lumber company mills here. The paper mill cafeteria is open seven days a week, and 24 hours a day. Accommodations are provided for 75 diners at a time. All cooking is done by steam and electricity. All the equipment is new. The building is steam heated. Most of the business is of special orders, as workmen arrange for their meal times through relief men. There are no regular lunch hours. The cafeteria building is centrally located between the plant and the main office.

The herbarium of the Forest Service, in Washington, now includes nearly 60,000 range plants, representing about 6,000 distinct species. In the 20 years since the herbarium was begun, contributions have been made to it by approximately 1,000 collectors.

### Seeks to Finance Pulp Mill

Some comment as to what is in prospect for Tacoma, Washington, was aroused when Mayor M. G. Tennent of that city visited San Francisco in the last week of the year for a conference with financiers of the California city.

Mayor Tennent refused to go into details of his visit, stating that he was in San Francisco as the mayor of Tacoma and not in the capacity of a private business man. He did state, however, that his visit had to do with the financing of a pulp and paper mill which was proposed for Tacoma. A full announcement would be made soon, he said, when formation of a company to operate the proposed mill would be undertaken.

The mayor stated that it was in the interest of the entire Coast to see a proposition such as he represented carried through. He said that indirectly all of the cities on the Coast benefitted by industrial expansion in any one of the cities. "There is no room for jealousies among the cities in considering such undertakings," Mayor Tennent said.

### F. W. Leadbetter in Los Angeles

One of the most active men in the pulp and paper industry of the Pacific Coast is F. W. Leadbetter, president of the Columbia River Paper Mills, Vancouver, Wash.; Oregon Pulp & Paper Co., Salem, Ore.; California-Oregon Paper Mills, Los Angeles, Calif.; and the Vancouver Kraft Mills, Port Mellon, B. C. Extensive improvements were carried out in the first two of these mills in 1927 and the last named was taken over and operated for a short time after a long period of idleness. The operation period was in the nature of a test and an extensive improvement program at the British Columbia mill is expected in 1928. Mr. Leadbetter spends but few days in his office at Portland. Late in December, he was at the Los Angeles mill, and it was expected that he would go to New York from there.

### H. F. Lounsberry With Hawley

Mr. H. F. Lounsberry has joined the staff of the Hawley Pulp & Paper Co., at Oregon City, Oregon, and is now actively engaged on the construction of the new units of the enlarged Hawley mill. Mr. Lounsberry came to the Pacific Coast on December 1 from the Cornell Wood Products Co., at Cornell, Wisconsin, where he was in charge of all maintenance and construction. The Cornell mill, it is said, is rated as one of the most efficient in the middle west. Prior to that Mr. Lounsberry was associated with Thomas W. Orbison, of Appleton, Wisconsin, paper mill engineers. Mr. Lounsberry installed the first electric paper machine drive. This was in the 90's in Michigan.

### Incorporate Two Companies

Articles of incorporation were filed with the Secretary of State at Olympia, Wash., on January 4, for the Port Hill Boom Co., and the Idaho Timber Co., both of Everett, Washington. The incorporators for each company were the same, namely, William Howarth, A. H. B. Jordan and W. J. Pilz. These men are all officers of the Everett Pulp & Paper Co., at Everett. Mr. Howarth is president and treasurer, Mr. Jordan is vice-president and mill superintendent, and Mr. Pilz is assistant manager and assistant treasurer.

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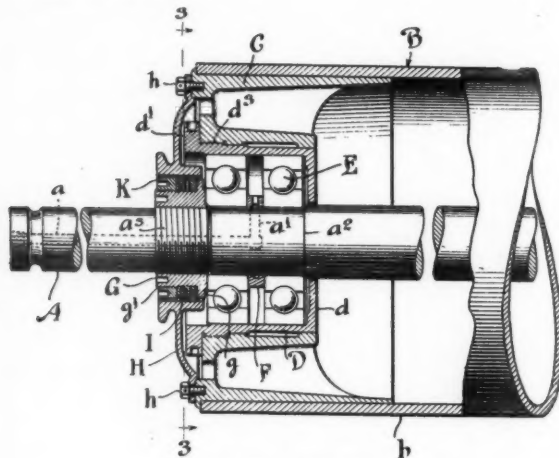
## Recent Pulp and Paper Patents

(Continued from page 58)

In the method used, viscose is prepared simultaneously or in connection with a high alpha cellulose product for making such viscose, the caustic soda solution expressed from the pulp sheets being used for purifying other pulp, the purified pulp being treated with a fresh solution of caustic soda.

Patent No. 1,635,307, granted December 20, 1927, to Elis Olsson of West Point, Va., for METHOD OF CHARGING PULP DIGESTERS.

The method includes introducing the material to be digested simultaneously with a stream of solvent liquor under high pressure, so that the force of the liquor stream packs the material in the digester.



Pat. No. 1,635,817

Patent No. 1,635,817, granted December 27, 1927, to William H. Millsbaugh of Sandusky, Ohio, for BREAST ROLL FOR PAPER MACHINES AND THE LIKE.

The object of the invention is to provide an improved breast roll that rotates upon, and independently of, the shaft it is mounted on, the shaft being stationary and locked to the machine frame so that only the weight of the shell is supported by the bearings.

## M. A. Wertheimer Delays Trip

H. L. Wollenberg, president of the Longview Fibre company, returned during December from the East to Longview. It had been expected that he would be accompanied by M. A. Wertheimer, of Kaukauna, Wisconsin, chairman of the board of directors of the Longview Fibre company, but Mr. Wertheimer has postponed his visit until some time after the first of the year.

## For Sale—

Entire machinery and equipment modern four-digester Acid Tower System Sulphite Mill, daily capacity 120 tons, now operating. Will shut down January 1st, 1928. Mill located in New York State.

Detailed information and specifications will be furnished. Address Replies Box No. 106, Pacific Pulp & Paper Industry, 71 Columbia St., Seattle, Wash.

## Lamoureux Has Long Experience

When you ask P. J. Lamoureux how long he has in the paper business he will tell you "fifty years." In other words, the new general superintendent of the Oregon Pulp & Paper Co., at Salem, Oregon, who joined that company on November 1 last, has been making paper ever since he was big enough to convince the boss down at the mill that he ought to have a job.

Mr. Lamoureux began his training at Hudson Falls, N. Y., when he was eleven years old. His first job was stuffing old straw news into rotary boilers.

"We didn't know anything about using wood in those days," Mr. Lamoureux says. "Straw didn't make very good paper, but that's what we used."

The town used to be called Sandy Hill at that time, Mr. Lamoureux states. "Somebody got the notion that Hudson Falls would sound better, but the Sandy Hill Iron & Brass Works has hung on to the old name, despite the change of the town name."

In his long career Mr. Lamoureux has worked in every department of a pulp and paper mill. He admits his has been a rule of thumb training, but the years it covers and the variety of training he has had make his experience unusually replete. All of his time has been spent in the industry either in the United States or Canada.

Mr. Lamoureux left Hudson Falls thirty-three years ago, and worked for some time at Augusta, Maine. Later he worked at Marietta, Georgia, and also with Hollingsworth & Whitney, at Winslow, Maine. He was with the Union Bag & Paper Corporation for seven years, and then came to the Pacific Coast for the first time to spend the years from 1910 to 1917 with the Crown Willamette mills. For the eight years preceding his present association with the Oregon Pulp & Paper Co. he was with the Continental Paper & Bag Mills Corporation.

Mr. Lamoureux believes that the West has a future in the pulp and paper industry. "The industry will have to reach into the West's supply of wood and development is inevitable if paper consumption continues."

"We can make all the grades of paper out on the Coast," he states. "The Western woods will lend themselves to the industry just as well as the Eastern woods. The only possible exception is the Canadian spruce, which we all admit makes a very excellent grade of pulp."

Mr. Lamoureux is supervising a general program of improvement at the Oregon mill.

## Another Market for Paper

Bedroom slippers, Japanese style, made of paper, and inclosed in a paper envelope, are being provided for guests in many hotels. The slippers have a sole of cardboard and toes of a heavy crepe paper, the edges being bound with a narrow tape, sewed on, so that it also holds the toe in place. The envelope, made of the same heavy crepe paper as the toes, is fitted with a snap-button fastener.

## Crown-Willamette Executive In Rocky Mountain Region

Ralph Dickey of the main offices of the Crown-Willamette Company has been renewing acquaintances among his friends in the paper industry in the Rocky Mountain and Central states. He spent a few days in Denver early in December.

## *Income Tax Accounting*

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### The Mill on the Cover

The most extensive pulp and paper project in the State of Washington is located in the southern part of the state in Clarke County, at Camas. The present Camas mill of the Crown-Willamette Paper Company bears little resemblance to the original Camas mill, built in 1884, by Mr. H. L. Pittock and his associates to supply paper for the "Portland Oregonian." To replace the present Camas mill today would probably cost almost as many million dollars, as it required thousands of dollars to build the original mill. Built primarily for newsprint, the Camas mill, as years rolled on, gradually began to make other grades of paper, such as tissue, light weight fruit wraps, magazine news, sulphite and sulphate wrappings. Mr. L. M. Smith is mill manager, his assistants being Mr. E. H. Post, and Mr. H. H. Coolidge, with Mr. John Gamble, paper mill superintendent.

The plant has a fully equipped mechanical wood pulp mill consisting of sixteen grinder units driven by electricity and water in about the ratio of three to one in favor of electricity. A wood cut up plant is located on a slough of the Columbia River inside the mill limits.

The sulphite department is the largest operating on the Pacific Coast. It is capable of producing 150 tons of sulphite pulp per day from its battery of eight digesters. A modern Jenssen acid tower system is used in the sulphite mill.

Nine paper-making machines are in steady operation, ranging from an 84-inch machine to an 186-inch fast news machine.

A modern bag factory is operated in the plant with a production of nearly two million bags per day. This

department has also its own printing department. The most recent addition to the mill to come into production is the sulphate pulp mill, using in part saw mill waste shipped from Longview, Wash. The kraft mill has all the best modern equipment, including continuous causticizer, lime burning plant and filters.

### The Port Angeles Railway Tangle

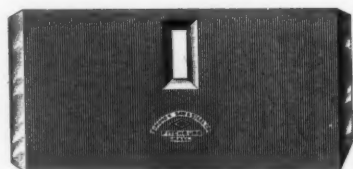
Another angle of the Olympic Peninsula railway extension situation, which involves rail lines leading into vast timber and pulpwood territories, was presented in the public prints early this month. Officials of the Port Angeles Western Railway, a corporation of which members of the Lyon-Hill Logging Co. are the heads, issued a statement January 4 declaring that the company plans to go ahead with extension of its lines farther into the peninsula, soon, with a view to completion of the stretch before October 1.

The extension, twelve miles in length, was authorized by the Interstate Commerce Commission in the summer of 1927, when R. L. Stearns, president of the railway, declared that pulp and paper interests had showed considerable interest in the territory to be opened up by the proposed line, and that it was thought the corporations would plan pulp mills in the section if the line would be built. The time for completion of the rail extension was set for October 1, 1928, by the commission.

Work on the new road was begun in the fall of 1927, and the rails were extended to the boundary of the Lyon-Hill holdings. Difficulties arising over certain rights-of-way between that point and Forks, the center toward which the line was headed, caused a suspension of construction. The railroad company filed legal action to obtain the rights-of-way, and a date in February was set by the court for a hearing of their appeal.

A hearing of a petition of the Olympic Peninsula Railway Company, a corporation also headed by Lyon-Hill officials, for condemnation and appropriation of a portion of railroad operated by the Bloedel-Donovan Mill Co. with a terminus at Clallam Bay, was scheduled in Clallam County superior court for January 7. In reference to this petition, J. J. Donovan, vice-president of the Bloedel-Donovan company, characterized the railroad men as "hawkers" of the Port Angeles Western line, which, he declared, the Lyon-Hill men were attempting to sell. Mr. Donovan, in his statement to the press, declared that the railroad operators were using the condemnation petition as a means of forcing Bloedel-Donovan into "a position where for our own protection we would have to buy their property."

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